

2026-27 LINE Grant Webinar-20260909_180900UTC-Meeting Recording

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Osgood, Laurie 0:19

Hello,

I'm going to introduce our team because we have some really important people here with us today. First of all, we have Executive Vice Chancellor for Florida College System, Dr. Josey Arevalo.

Perfect. Thank you, guys. We also have Assistant Deputy Director of the Office of Grant Management, Janice Brown. and her team, we have Felicia Williams Taylor, Elizabeth Crego, Tammy Davis, and Michael Lesley. And then myself, Laurie Osgood, I'm the Director of Workforce and Academic Alignment.

Okay, so if there's any questions, we're going to put all your questions in chat, but I request that you kind of hold off on some of the questions to the end, because this is a very comprehensive presentation. I think we might answer a lot of your questions as we go along. And then what questions I can't answer, I will get answers to and send them out to everybody. So, and if you have any specific programmatic questions, send them to me separately in an e-mail, and I can get some information for you. We'll also have a list of frequently asked questions on our webpage. and some of the questions from today will be added to that.

Okay, here is our agenda. We're going to mainly talk about the changes to Rule 6A-10.0352. And we're going to talk about the new use of the submittable online system. And we're going to talk about that more in detail.

Okay, this competitive grant program provides matching funds on a dollar to dollar basis to participating institutions that partner with a health care partner or contributor. As you may know, Senate Bill 2524 established the LINE Grant to address the nursing shortages in the state.

The purposes of this grant is to recruit faculty and preceptors, increase capacity of nursing programs, and increase the number of nursing graduates who are prepared to enter the workforce in the state.

This year, the legislative provided, legislature provided 24 million along with 25.9 million that was reverted and appropriated from previous years. Sorry, I guess people

are having problems seeing the.
Some people can, some people can't.

 **Arevalo, Jose** 3:12

I think it's just Monique Staylor who can't see. I think most other people can.

 **Osgood, Laurie** 3:18

Okay.

Okay, well, I'm going to send these slides out to everybody and you can also get them on our website. So I'm going to just keep talking through them, but these will be available because we're recording this.

 **Arevalo, Jose** 3:21

Yeah.

 **Osgood, Laurie** 3:32

Okay.

So Rule 6A.-10.052 was amended this year in July of 2026. If you want to learn more about this rule, and I highly recommend it, here is a link. You can also find this link to this rule on our webpage, but if you can't find it that way, I'll be glad to send it to you.

So just send me an e-mail and I'll let you, I'll send it to you.

Okay. Recognizing that the state has ongoing nursing shortage, it is intent of the legislature to address this critical workforce need by incentivizing collaboration between nursing education programs, health care partners, and others that contribute monetary and or non-monetary contributions.

contributions through the establishment of the LINE Fund. Health care partners must be located and licensed in the state and make a monetary contribution to the post-secondary institution.

 **Arevalo, Jose** 4:32

I want to add here that contributors who are not health care partners are now allowed to receive matching funds from the LINE Grant. And if there are non health care partner contributors, those contributors may be located outside of Florida. So

there there's an expansion of the number of people or the number of eligible donations that are that may be matched by the LINE Grant.

AJ Osgood, Laurie 5:04

Great. Thank you, Jose. All right. To accept non-monetary contributions as health care partner matching funds, the applicant must provide documentation on the fair market value of the contribution in dollars. Verification of value of non-monetary items may be determined by a third-party appraisal if needed.

A proposal may not be comprised solely of non-monetary contributions. Monetary contributions shall receive priority when awarding matching funds to institutions.

Okay, so let's talk about some of the allowable non-monetary contributions. We can allow personnel time for instructors or preceptors from a healthcare partner, a nurse in a hospital, or anything like that. Use of the healthcare partner's equipment or their space, donated equipment and other quantifiable goods and service that support the LINE program. If there's no good way to independently verify the value of a non-monetary donation, a third-party appraisal may be required.

So the applicant must outline how the institution plans to use the contributor's contribution and LINE matching funds to improve the likelihood that graduates successfully join the state or local workforce, either through employment, with a health care partner, or by other means. We want to really use these funds to recruit and to address the shortage here in the state.

The department may award funds for approved proposals for up to two academic, additional academic years immediately following the academic year within which the initial proposal is granted. Institutions may request this, and must request this two-year extension. If permitted, institutions will have three years total to spend the monies granted.

However, the granting will be allocated in the first year. Even if an extension is granted, institutions will still be required to reapply in subsequent years to receive new funding. Matching monetary and non-monetary funds must be obtained annually and given the first year of a three-year grant.

Okay, so let's talk about the RFA and the application.

Arevalo, Jose 7:25

Laurie, sorry to interrupt. So before, I just wanted to, since we have the Office of Grants Management here with us, rather than going through the whole application

process, we'll do that in a second. But new applications are going to be submitted through Submittable.

Go forward to their slides so they can walk us through the process of applying through this new application submittable so that they, and then we'll go back over the timeline and all the details that don't involve this new application submittable. so that they don't have to stay on the line for the whole time.



Osgood, Laurie 8:25

So now we're going to have the Office of Grant Management. Go ahead.



Osgood, Laurie 8:40

Elizabeth will be speaking.



Arevalo, Jose 8:40

Okay, Elizabeth. Okay, great.



Crego, Elizabeth 8:47

Good afternoon, everybody. I'm Elizabeth Crego. I'm the Grant Manager for LINE for Office of Grants Management.

Crego, Elizabeth 9:08. So today we're going to be going over how we create and manage an account through Grant Ed, understanding the proposal submission requirements, learning the submitter and collaborator roles, which is submitter is the agency. And then we're going to go over the new Excel workbook.

And then we're also going to give you guys resources for any technical difficulties or any questions that you have. Go to the next one, Laurie.

So what is Grant Ed slash Submittable? Grant Ed is the DOE system for managing Grants and Submittable is the platform in which Grant Ed is based. Using the system makes everything a little bit easier. It's all going to be in one place.

Crego, Elizabeth 10:15



If you're going to submit again for this year, you will need to use granted/submittable.

Submittable roles. So Submittable slash grant ed is a one-to-one permission-based system, which means that only one person can see the status, which is a proof of

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denial, the documents and can receive notifications. However, when agencies are working on the application,

For the project, the agency can...

assign collaborators to go over to work with within their agency on the application itself. But once the application is submitted, submitted, the person that submitted the application can only, that is the only person that can see it.

Crego, Elizabeth 11:20

Now, we strongly suggest that all agencies go ahead and create an account in Submittable. It'll make everything a little bit easier whenever you are ready to apply for the project. We will provide that link in the chat once this presentation is over.

Go ahead, Lorie.

So we have a training manual out there and it's going to go over how to create an account, everything for submitting, and

Mostly any questions that you have will be in this manual. And we ask that you go through this manual in its entirety and really take an understanding of how this works. Because as this is new for everybody, we will all need to try our best to learn this system as quickly as possible.

Go ahead, Laurie.

All right, so this year, this might be new to some agencies, and it is new to some of our OGM staff, me included. So this new Excel workbook is what it's called, is going to contain the DOE 100A, which is your original application.

Your original budget, which is the 101s, is going to include the Project Performance Accountability Form, the PPAF, and then it's also going to include...

We're going to open it up for when, after the original project is approved. If you guys have any amendments, we will return the Excel workbook with the amendment forms opened. You will not be able to change the original, but you will be able to submit your amendment through the Excel workbook.

Book.

So this is the resources that I was talking about that will give you some assistance in any questions that you have. You can look at page 10 for account login assistance.

It'll give you a step-by-step instruction, including pictures of what everything should look like on how to create an account. And then it also, on page 25, e-mail safe listing instructions. Let me give you a quick purpose of what safe listing is.

Okay, and safe listing is so that you are ensuring that you receive the updates for

your project.

because some emails will send all of their notifications to spam or junk, so you need to make sure that you're receiving the notifications for your project. In any application issues or technical difficulties, please reach out to granted@FLDOE.org. and they will be able to assist you with most of the questions that you have. If not, we will turn to somebody that can.



Osgood, Laurie 14:35

Great, Elizabeth. Thank you. So I want to go back just a little bit and talk about this timeline. Okay, so the notice of intent to apply is due September 16th by before midnight. So you'll find that notice on our webpage. If you can't, e-mail me and I'll send it to you. But the notice of intent to apply must be submitted in order for you to get the link for the application. So the application is going to be sent to you, the submittable link is going to be sent to you after you submit a notice of intent to apply. So keep that in mind. We're going to have the Right about the same time as when the application is going to be open, as soon as you get, you send me the notice of intent to apply, we'll send you the link. It's going to be open on September 16th. This is going to be the date that you can start looking at the application or looking at the submittable system. The proposal deadline is

October 14th, 2026. I have it here as 4 o'clock P.m. Eastern Time. That's 3 o'clock Central Time. But we highly, highly encourage you to get this in as soon as possible because just like today, you never know if you're going to have technical difficulties, right? And We want to have a member of staff here to help you. If something happens after 5:00 or whatever, you may not be have be able to get any kind of assistance and it could, you know, make your application not be acceptable. So just keep that in mind. So try to do it as early as possible and we're here to help.

So here's a list of what Elizabeth said is going to be in the actual Excel that she talked about. It's basically the same as last year for those of you who applied last year. We have the abstract, we have the needs assessment, we have the scope of work, the project design and implementation.

The management plans, the project application, like Elizabeth was saying, the budget, et cetera, et cetera. Also, we call it contributor certification this year, I said healthcare partner certification, just because we can include those contributors that

aren't necessarily healthcare. And then you have the project performance

AJ

accountability form.

Let's see if there's anything. Like I said, notice of intent to apply September 16th before midnight. On the NOI form, you need to identify the institution's contributor and provide evidence of eligibility based on the performance metrics required outlined in this Florida statute.

Arevalo, Jose 17:30

Yeah, sorry. So just to finish out the thought here. So when you, so this, the notice to intent to apply, to be clear about this, is the form is still a form that you're going to fill out and then e-mail to us. At the same time, when you submit a notice of intent to apply, you should also go ahead and create your submittable user, because you are going to need that on the back end in order to submit the actual application. So the notice of intent is going to send via e-mail. The actual application is through the new submittable application.



Osgood, Laurie 18:06

So I just want to kind of talk about the eligible applicants again real quick. For a CNA program, data supporting a completion rate of at least 70% from the prior year. For an LPN, ASN, BSN, data supporting a first time NCLEX score, of at least 75% for the prior year based on a minimum of 10 testing participants. I must say here that if you have, if you're an institution that has CNA programs or LPN programs, AS programs and BSN programs, we can look at any one of those because only one needs to have this 75% threshold for passing the end clicks.

There is a lot more information you'll be getting this PowerPoint and then you can go back and then get in touch with me if you have any questions.

AJ

Arevalo, Jose 19:03

Also say we, one of the most frequent questions that we get are, is my institution eligible to apply? We're not going to answer those questions on this webinar. We need to have an individualized conversation about your institution to make that determination. So please e-mail us via the LINEFund at FLDOE.org e-mail and we'll be happy to have that conversation with you.

AJ Osgood, Laurie 19:32

Yes, and like I said, we can look at the data. There's also on our webpage, there is some data that describes the eligibility. If you see, if you're on that page and you don't see your institution, or you have any questions about the data that we have, Just get in touch with me.

Arevalo, Jose 20:09

Now, you, we are allowed to match non-monetary donations. Those non-monetary donations, like we said, could be a variety of different things. I've heard a lot of institutions say that they are considering using positions that are funded by healthcare partners at their institutions as eligible funds. They are also considering space usage, say at a hospital, as eligible funds. I've even heard of software use that hospitals use and that they make available to students at a nursing program. And, and, you know, we determining the value of things like that might be tricky, but it's certainly things that we're that we are happy to consider. when we're evaluating the grants, we can only, your proposal cannot consist strictly of non-monetary donations. So you have to have some monetary donations. And also, when we are scoring, the different proposals. Those that have monetary donations will receive priority, or those that have large monetary donations will receive priority over those that consist mainly of non-monetary donations. And that's part of the statutory requirements on this.

AJ Osgood, Laurie 22:18. I want to add to that renovations were never allowed. Now renovations are allowed if they expand the capacity of the program. So if you have, if you can't build a building, you can't build a fence, you can't do any of that kind of stuff. But if you, do renovations to your classroom or where you, where the preceptor works with the students, and that's acceptable now.

Arevalo, Jose 22:48

Okay, there's one more thing that I wanted to highlight here, and that is we now, the legislators now allow the possibility of a two-year extension. So that the funding is still year on year, but you now may request an extension of up to two additional years to spend the money allocated. You still have to receive the funding from your

from the contributor in that first year, and you also receive the funds from the state that matching that contribution in that first year. But you will have, if you request it, and you must request it on your application, you will have three years to spend that money. What this will allow you all to do is to say fund a position for three years using the money that is matched. So, it'll give institutions more flexibility on its use, instead of having to, you know, hope that the LINE money is obtained on a subsequent year, even though you already have enough cash to say fund a position for three years. Now, if you want new money, you will have to reapply in subsequent years. And that is, of course, subject to legislative appropriations. But so this three-year extension does not apply to the LINE fund, new LINE funding that will, you know, unless there's a change in legislative appropriations, that will be available in 27-28.

 **Arevalo, Jose** 24:46

Yeah. And just to pick up a question here that we've had. So, if a healthcare partner is already providing clinical space or funding a position, that may be used as a matching contribution. But obviously, we're only accepting donations that have been donated after July 1st. So, July, anything received before July 1st would not be eligible for matching. Anything after July 1st is eligible, and if they've already made the commitment to contribute either space or personnel or something like that, that's non-monetary, you may include that in your application proposal as eligible to receive matching.

 **Osgood, Laurie** 25:30

Like I said, this PowerPoint is packed with information. I think it'll be helpful as a reference. These are the unallowable expenses. They're the standard unallowable expenses. Like I said, capital improvement is on here, but we removed, it was removed, the renovation. So renovations are not allowed, now allowed. And here is the green book. If anybody is interested in the link to the green book, I don't know about you guys, but I read it all the time. There's a lot of really good information in there. This is a link, but you can find it on the DOE website, or I can send it to you. The green book is a really good reference for a lot of these grant type situations. Okay. Any equipment purchased under this program must follow the uniform grant guidance or reference guide for state expenditures. Here's 2 different links to that. Like I said, I can send it to you if you're interested.

Okay, so let's talk about the funding method. This is the same as it was last year. For public institution, the funding method is quarterly advance. In accordance with this Florida statute, FDOE will release funds to agencies on a dollar per dollar basis upon receipt of documentation or contribution to the institution. Public institutions will show how they expended their state awarded fund in the quarterly reports. Now, I'm going to say this again in the next slide, or I have said it again in the next slide, but here I think it's important for you to note that in order for you to receive your first payment, whether it's a public institution or private institution, all we have to have receipts, receipts or any kind of documentation that proves that you've received your matching funds. So as soon as we receive all that, that's when you get your first payment. That's almost kind of like what's required for the first payment. We need that to be as soon as possible too. We end up not sending out funding because sometimes the funding is offered later in the year, the school years for scholarships or whatever. But it's really important for us to get that money, you to show the documents. documentation of those funds ASAP.

Okay, so for private institution, it's a little difference. It's called advanced payment. Upon receipt of the project award notification, up to 25% of the total award may be advanced for the first payment methods. Like I said, and that's when you showed us all your documentation to show you you've got the receipts for your matching. To receive subsequent payments, at least 90% of the amount that was advanced last time must be reported, must be expended and reported on the DOE 399 and then supported by the appropriate documents. These include, but are not limited to deliverables as stated in the approved project. proof of the deliverables, activity summary reports, copies of invoices, time sheets, et cetera. And if you have any questions about what's required, just let me know and I will tell you exactly what you need to send me. Okay, so performance reporting. Institutions were required to submit reports to me on a quarterly basis. These reports show how the institution has spent both state awarded and healthcare partner funds during the previous quarter. I will be sending you the actual application or the actual report 30 days before they're actually due. Additionally, institutions will have to submit an annual report in February of this year. For this grant year, that's February 2027, and we'll be sending you a template for that report. Okay, so we kind of went over this, like I said, but this is, these are the timelines. You must send us a notice of intent to apply by September 16th, and then you'll receive the link so that you can start working on the proposal. But the proposal deadline is October 14th. I'm going to say this again.

Try to get it in as soon as possible because if something happens, then it's going to be impossible to get anybody to help you with the Grants Office because, you know, it'll be too late past the day. So try to get it in. That's before 4:00, but that's before 3:00 Central Time. The narrative components. I'm going to go through this really quickly. Like I told you before, the needs assessment, the scope of work, the management plan, the project budget. Those are the things that the scorers are going to be looking at. We have a team of three scorers here with the Department of Education who are very versed in the LINE Grant, and they're going to look at these documents right here for a possible 100 points. Make sure your responses are brief, clear, and concise, because that's what they look at to score your application, along with the other documentation that's required. The data to determine eligibility form, like I mentioned, those that's on our website. But if your schools not listed, let me know. And if you're wishing to provide alternative data to justify eligibility, you can do so by submitting it with the notice of intent to apply and we'll look at, we'll take a look at it. Okay, the DOE 100A is the application. It includes all this information, same thing as last year, basically about your program. Applicants must provide the DOE 101S, which is the budget narrative. There's also a DOE; there's an example there to show you what we're looking for here. Do not include the contributor's contribution here. And it asks you for object codes and function codes. Object codes only one should be used per line item. on the form. Function codes are only required for school districts. And like Jose said, if the contributor's contribution was received by the institution on or after July 1st and the eligibility, the contribution was spent on eligible purposes, it can be included in this agency's proposal. Nothing before July 1st. Okay, then we have that contributor certification form. That really tells us where you're getting the funds. To apply for the LINE Fund funds, this certification form must be completed by the contributor who was authorized to sign this form. This form will be included with the request for proposals and submittable. If an application has more than one contributor, the applicant can submit this form must submit this form for each contributor. Documentation must include the cash amount or its equivalent in non-monetary donations that's been pledged by the contributor. If the contribution has been pledged but not fulfilled at the time of the proposal, acceptable documentation includes the scope of work, copies of irrevocable pledge letters, or letters of intent. This documentation will indicate the timeline for the fulfillment of the contribution. If the contribution, has pledged and fulfilled at the time of proposal,

Those acceptable documentations include financial statements, bank statements, budget reports, bank letters. I've seen deposit slips, anything that tells you that lets us know that this money has been received and basically being used for LINE. Then there's the project performance accountability form. This is the same as last year. Applicants must submit this form at the time of the proposal. It's going to be part of submittable as well. When including this with your request for proposal, don't make any changes to it. Just add the required information. Okay, let's talk about deadlines one more time, just because this is important. NOI by September 16th at 1159. Then you will receive, you'll receive the link to Submittable, and you can start working on your application. The deadline is October 14th at 4 o'clock Eastern, 3 o'clock Central. No later than that, you won't have access to it after that. It's really important to get in there as soon as possible. We'll all be on hand to answer any questions you have along the way, but it's really important to you do it earlier the better. The earlier the better. Okay, so here is the contact for us. Like I said, Dr. Arevalo, here's his contact. Here's my contact. And any questions you have, you can submit it to this mailbox, and I will get back to you. And if there are questions, like I said, that are good for everybody, I will send them to everybody. So now, let's go into the chat. I think we have probably quite a few questions.

AJ **Arevalo, Jose** 34:54

Yeah, I've been answering a few of them as things have gone along, but I'll call out a few questions that I haven't answered yet in the chat. We've been getting questions about school districts, whether they're eligible to apply. Any eligibility questions we need to answer on an individual by individual basis. We got a question about, well, what point is appropriate to ask for the two-year extension? You need to ask that on your application for this year's grant. It's not eligible for 25, 26, I know some of you may maybe still, you know, you received a no cost extension on your 25, 26 grant money and still have some funds available. That money is not eligible for this extension. It's only new money under these new rules that are eligible for this extension. if you're not able to ask for it this year, of course, you're welcome to ask for it next year, but that's subject to legislative appropriations. If you ask for an extension this year, you are still able to reapply for new money next year. Having an extension this year will not prevent you from applying for new money. You are just going to have to receive new contributions, you know,

 **Arevalo, Jose** 36:36

unless the legislature changes the rules again. But we don't make those determinations. But, you know, you would have to receive new contributions and reapply for new funds for the 27-28 academic year.

 **Osgood, Laurie** 36:57

There was also a question about considering RN diplomas. It's in statute that we have to look at NCLEX scores for

 **Osgood, Laurie** 37:10

Country for eligibility. C CNAs are a little bit different, but RN, AS, RNs. Let's see. LPNs are getting the wrong LPNs, RNs and BSNs must have the NCLUS scores. of 75% or higher.

 **Arevalo, Jose** 37:41

So there's a there is a form online that discusses, that has some NCLEX scores for institutions that have applied to LINE in the past. We updated those with the NCLEX scores for the last year that we were able to find. In some cases, that may be 2024 NCLEX scores. If you have updated information about your institution, about the NCLEX passage rates, then please e-mail us or submit updated NCLEX scores. We're happy to consider those.

 **Osgood, Laurie** 38:33

Yes, exactly. Thank you, Jose.

Let's see, did we miss anything? Any other questions?

Arevalo, Jose 38:50

 **Arevalo, Jose** 38:50

So there's a question about scholarships linked to nursing via our foundation. Can we document and count individual scholarships as contributors? If you have received contributions after July 1st, 2026, for LINE scholarships, those are donations to your nursing program, then you could include those donations as eligible to be matched. But again, you would have to have received those after July 1st, 2026.

Let's see, Bob, I think I already answered this question in the chat, but is there a minimum percentage of monetary versus non-monetary donations? The answer is

no, but with the caveat that monetary donations and those who have received higher percentage of monetary donations or monetary versus non-monetary, will receive priority in when it comes to awarding funding. You know, there is a limited amount of funding. We suspect that with the availability of non-monetary donations and with the expansion in the eligible contributors, that that money may not be sufficient for all eligible applicants. And in that case, we'll have to make certain decisions. I mean, there's an objective scoring criteria for who will receive and won't receive funding. And so that criteria of monetary versus non-monetary may well come into play.

Arevalo, Jose 40:53

So for Jessica Sagler, so it's scholarships that are funded after, so donations received after July 1st. You could have established the scholarship before, but the donations have to have been received afterwards.

Arevalo, Jose 41:38

So the on the NOI form, there's a line for total cash contributions. We may have to update that form to include non-monetary donations. We'll look at that today.



Osgood, Laurie 42:07

Okay. Yeah, sounds good. Thank you for calling that to our attention.



Arevalo, Jose 42:11

Let's see, Elizabeth says, our college has a healthcare partner who pays for a full-time faculty member to teach. This is an ongoing relationship. Yes, so yes, a funding of a full-time faculty member would be eligible as a match. Obviously, what has already been received in previous years is ineligible, only the funding for that position that is received after July 1st can be counted as an in-kind donation.



Osgood, Laurie 42:49

Okay, do we have any more questions that you guys can think of? And like I said, you're going to get this PowerPoint. Other questions might come up. Please feel free to contact me and I'll answer them to the best of my ability. If there's something I need to get more research, I'll get it and I'll get back to you. But please look at our, wait until after this because we're going to have to add some of these questions to it. But look at our frequently asked questions that are, that the document that's on our

webpage, because there's a lot of really good information there as well.

 **Arevalo, Jose** 43:30

Let me let me just verify. Catherine Ellis says monetary contributions to our college's nursing program received after July 1st from non-health care partner donors. For example, individual donors or foundations are eligibly matched. Yes, that's correct. If there are donations to the college's nursing program received after July 1st, they are eligible to be matched. Yes.

 **Osgood, Laurie** 43:59

Any other questions?

 **Arevalo, Jose** 44:01

I don't see further questions. Well, thank you all very much. And we stand at the ready to receive further questions via the LINE subspace, LINE Fund at FLDOE.org e-mail.

 **Osgood, Laurie** 44:19

And I just want to say one more thing, we will be posting this webinar on the web page as well. You'll be able to get access to it probably by Monday at the very latest, or Friday by the very latest. But you can always e-mail me and I can send it to you as well. And there's my e-mail address right there, LINE dash or under score fund at FLDOE.org..

 **Arevalo, Jose** 45:07

Okay, I think we have one last minute question. Is there dates for non-monetary matching funds related to preceptorships? So for non-monetary donations, if you have some sort of contract to receive the donations, you have to have those when you apply.

 **Arevalo, Jose** 45:29

So for the October application deadline, you need to have those inked. You will not

be eligible to receive funds until those non-monetary donations have been given already. If it's a preceptorship that will happen, say, in the fall, you won't be eligible to receive that. Until, and we would have to look at preceptorships, whether they're eligible for non-monetary matching. But, you know, assuming they are, they would have to be concluded before you can receive the LINE funds.



Osgood, Laurie 46:06

Thank you, Jose.



Arevalo, Jose 46:12

All right, thank you very much.



Osgood, Laurie 46:12

Well, you guys are free to go and think of your questions and send them on to us. And go ahead and end the event. Thank you. Have a good day, everybody.

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