**Center for Medicare & Medicaid Innovation**
**State Innovation Models Initiative**
**on the Application Process for State Officials**

**Tuesday, August 28, 2012**

**OPERATOR:** Good afternoon ladies and gentlemen and welcome to the State Innovation Models Initiative on the Application Process for State Officials, hosted by the Center for Medicare and Medicaid Innovation. A few housekeeping items before we proceed with the presentation. All participant lines are in a listen only mode throughout the presentation. We will be answering both live questions and typed questions during the Question and Answer portion of the webinar following the conclusion of the slide presentation.

You may ask a live question by pressing zero one on your telephone to enter the operator assisted queue during the Q&A session. You may submit questions via the general chat feature at the bottom of your screen at any time. With that I will turn you over to Mr. Ray Thorn with CMS Innovation Center. Thank you.

**RAY THORN:** Thank you operator. And good afternoon everyone and thank you all for joining. Again my name is Ray Thorn and I am with the CMS Innovation Center. We're really thrilled that you have joined us today and on the State Innovation Models Initiative to discuss the application process and financial templates among other items that we have in store today. Today's webinar is intended for governor's staff and state officials to help states plan and prepare and submit their application for either model design or model testing. So again thank you all for joining and just a few housekeeping items at the front.

This webinar is being recorded and will be posted on the Innovation Center's website within a week. The transcript and slides of today's webinar will also be posted within a week. So let me briefly go over the agenda as we have a very packed webinar today. First Jim Johnston who is the Program Lead on the State Innovation Models Initiative will provide updates on the initiative including a new deadline for submitting an applications and Judy Ceresa from the Department of Health and Human Services will provide an overview of grants.gov and requirements for submitting an application through grants.gov.

Next Jamie Atwood from the CMS Office of Acquisition and Grants Management will provide information on submitting the budget and the budget narrative as part of the application. And Richard Jensen will walk through the financial templates that are required as part of the applications submission. Finally Allison Oelschlaeger from the CMS Office of Information Products and Data Analysis will provide information on how states can request and assess Medicare data. After Allison is finished we will have a Q&A session in which we will answer questions that have been submitted through the chat box.

We will also take questions over the phone. Again we do have a very packed agenda today so we may not be able to get to questions today, but we will certainly try to answer questions if we have time remaining. If you do have questions that we aren't able to answer on this webinar, you can always email us. Our email address is at stateinnovations@cms.hhs.gov. Again that email address stateinnovations@cms.hhs.gov. And as always information on the State Innovation Models Initiative is available on the Innovation Center website at innovations.cms.gov under the "what we're doing" section of the website.

And again let just say that we may not be able to get to the questions and answers today because we do have a very packed agenda and if there are questions that were submitted through the general chat box we will certainly answer them through an updated FAQ that will be later posted on the Innovation Center website (innovations.cms.gov) as soon as possible. And with that I will turn it over to Jim Johnston.

**JAMES JOHNSTON:** Thank you Ray and I want to thank everyone for joining us today. This is the last of our scheduled webinars we're going to be doing on this Innovation Model. The previous webinar as Ray alluded to are available on our website and you can go back and look at those. We are not going to go over that same material today, but it does have a lot of good material about model design and model testing and hopefully helping you figure out which way you might want to apply for and also some of the things to look for in the applications. We're getting into that in a lot more detail today.

As Ray mentioned it is a very full agenda. Also we're going to move along fairly briskly with that. If you have questions as we go through, please, and folks have been great about this in the past, put them on the general chat, don't delay, put your questions in there. And if we don't answer them today, we're going to get updated FAQs out as soon as possible that will answer all the questions we get today so we'll have that available in plenty of time to help you with your application process.

As we do that I want to go over a little bit on the upfront (ph.) stuff. We have updated this and you should have hopefully received a notice of this. We sent it out to Governor's offices and also sent it out to the associations for state officials. We have updated the FOA, the funding opportunity has been updated to have a new application due date. We pushed it back a week to Monday, September 24th. Then we also pushed back of course finally the award announcement date to December 4th. That gives us time to do trim the conditions of the discussions with states prior to the award announcement, which is scheduled for December 4th.

We also posted FAQs so the FAQs reflect the questions we received from the previous webinars and some of the questions we've gotten through the State Innovations box that Ray mentioned before. If you have questions use that, send them in, we will be posting those in amended FAQs as we go through. We've also put out and hopefully you've had a chance to look at this, the financial templates. We will be going over at a high level guidance on how to fill out those templates today. And that is available on grants.gov. They are also available at the Innovation Center website (innovations.cms.gov). So please look at those templates. And when we get to that part of the program we will presuppose that you've looked at those somewhat. It will make more sense when you get there.

And Judy will follow up on this in great detail, but in grants.gov be sure you check that out. One of the first things she's going to talk about is registration, making sure you are registered. And you should be. But there have been a migration from the TCR system to the new system award management out there. And you need to make sure that your registration numbers have transferred over. And Judy will get into a lot more detail on that. But be sure to check all that.

In terms of the FOAs, I mentioned the dates changed. We also made a slight change on the financial template instructions. This has to do only with model design. For model design we want you to complete in narrative form if you have information or have a sense of what your savings and return investment might be. We'd like you to tell us about that in narrative form. We're not asking for detailed financial numbers for the model design state, just really kind of a baseline sense of your state.

And those were the three changes we actually made in the amended FOA that's been out there. We changed the date, we have another week, we changed the award date by a couple of weeks, and then we did modify the language on the design to make it a little bit more open ended for how you approach that as you're looking at your model. Part of that as you look at the models we are asking and there's a lot of information in the prior presentations on that. Again there's two parts of that, there's the State Innovations, Health Care Innovation Plan. And that should be your comprehensive plan reaching the population health as well as health care. And that's part of it and then your specific models. And those would be your payment and delivery models in a multi payer environment.

On the time line you can see now. So we did announce it back as we went over before on July 19th at the NGA Health Care meeting. We have pushed back so the applications are now due in September 24th at five pm. That is the due date. They have to be in by that date. And the anticipated award date would be the beginning of December. With that we want to take a second, if we go to the next slide to do an informal poll.

And if the operator could put that up; we'll give you a few minutes. We're curious. It's an informal poll of which way as you've been thinking about in your state, which way you think you might be applying whether it be for the design to the six months to prepare your detailed plans or model testing where you'd come into actually test the plans now. And we'll wait a few minutes to give you some time to take a look at that, if you'd just push the button for which way you think you might go.

I'll do just a brief introduction to Judy. And I want to thank our speakers for joining us today. We want to make sure that there are no proposals that disqualified for technical issues. That you have all that information in and we can evaluate your proposals. And so we want to spend this time, I think it's very important to go over how you work with the grants.gov system, make sure you have all the mechanicals in place for your registration, using the system, doing the application process, and then Jamie Atwood will walk through the standard forms that need to be completed at Appendix Two of the FOA. But she'll walk through that in some detail and help you with that so you have that information too.

I'll give you like another minute and we're going to close our poll. And I want to thank you all for participating in our informal straw poll. I think let's move on. Alright, thank you all for that. And with that, I will turn it over to Judy.

**JUDY CERESA:** Thank you for that introduction. I again am Judy Ceresa from the Grants Program Management Office. And I'm going to talk to you basically about everything you would need to know about grants.gov through the eyes of an applicant. I'm going to cover three important pieces of the presentation that will help guide you through the registration, the finding of the funding opportunity and applying for the funding opportunity that you'll need to know in grants.gov.

The first piece I'll talk about is the registration process. So for those of you who have never submitted a grant application it's really important that you pay very close attention to this, as well as those who have actually submitted before, because you may have new folks within your organization that are registering for the first time to submit applications. So let's get started on grants.gov.

So the first thing you'll need to do if you don't already have one is you'll need to go to the Dunn and Bradstreet website and request a Dunn's number. Before you go to this site you'll need to make sure that you have your tax ID number, which is the number that you would get from the IRS. You should be issued a Dunn's number within three to five business days from the day that you begin the process to obtain a Dunn's number. Once you receive a Dunn's number the ebusiness point of contact at your organization will need to log into or go to the sam.gov (https://www.sam.gov/portal/public/SAM/) website. SAM is the System for Award management, formerly known as CCR, the Central Contractor Registration. The CCR site has basically been migrated to SAM.

So again the ebusiness point of contact would take their Dunn's number and go to the sam.gov (https://www.sam.gov/portal/public/SAM/) site and basically establish an account with SAM. Once you've established an account with SAM as an ebusiness POC you will be able to provide permissions to individuals within your organization that you deem as authorized organizational representatives or AORs. So the thing to remember is that with grants.gov you are known by your user name and your Dunn's number.

And there are two roles that each organization will need to have in grants.gov before submitting a grant application. There's the ebusiness point of contact and the AOR. Once the ebusiness point of contact successfully registers on the SAM site they will receive what we call an M pin number. This M pin number is used as a password the first time the ebusiness point of contact logs in to grants.gov. The process to obtain SAM registration can also take three to five business days. So you want to make sure that you give yourself plenty of time to get completely registered in both the Dunn's site and SAM.

Once the ebusiness point of contact receives their M pin number this data is electronically transferred from SAM to grants.gov. This electronic transfer can take anywhere from 24 to 48 hours. Also note that the ebusiness point of contact must renew their SAM registration annually. If you don't renew your SAM registration and the AOR at your organization attempts to submit a grant application their application will be rejected.

And the third piece of the registration process once you've gotten your Dunn's number, you're registered with SAM, the AOR, Authorized Organization Representative will need to go into grants.gov and register as an applicant. Once the applicant has registered the ebusiness point of contact will receive an email directly to their email account notifying them that you as the AOR have requested to be an AOR and they are to go into grants.gov and authorize you to submit grants applications for that organization.

Now this slide basically gives you an illustration of what some organizations may look like depending on the size of the organization. So in some smaller organizations the ebus point of contact and the AOR can actually be the same person. In a large organization such as a university setting an ebusiness point of contact can have the responsibility of authorizing several AORs to submit applications on behalf of that organization.

So there's two types of registration in grants.gov. There's the organization registration and then there's the individual registration. But for purposes of this presentation we're going to stick to organization registration, because most of the opportunities posted on grants.gov are for organizations. So this is basically just a quick peek at what the screen would look like if you are an applicant registering for the first time. You'll need to fill in your name and your address and you'll need to enter your Dunn's number. This is where you'll actually create your user name and password.

So a few things to remember if you're the AOR for your organization and you're registering for the first time you need to make sure that your ebusiness point of contact is aware that you have registered and are waiting to be authorized. If you for some reason don't know who the ebus point of contact is at your organization you can go to sam.gov (https://www.sam.gov/portal/public/SAM/) and type in your Dunn's number and basically do a search on that Dunn's number and you'll be provided with the ebus point of contact's email address for that Dunn's number. Just remember you cannot submit a grant application unless you're confirmed as the AOR by your ebus POC.

You can track the status of your AOR authorization at any time after you register. You can log into our site using your user name and password and check there or you can just pick up the telephone and call our Contact Center and ask them what the status is of your registration. Once you've become authorized you'll receive an email from the system telling you that you are authorized and you can now submit applications.

So the next few slides I want to talk about are how you would go about navigating the site. This is just a quick peek at our home page. On the left hand side, actually the grants.gov site is used by both grantor agencies to post their funding opportunities. Grants.gov is the site where all 26 federal grant making agencies post their funding opportunities and where applicants wishing to apply for grants, federal grants go to submit applications. So you'll see links on the site for both grantors and applicants.

There's lots of resources on the site as well. We have a whole list of frequently asked questions and answers that have been on the site for a long time. We've been collecting them for a very long time. Those frequently asked questions and answers are also shared with our Contact Center reps. We also provide user guides that will provide for you step by step instructions as to how you would become registered as an AOR and what the ebus role consists of. So please check out the applicant resources to make sure that you are fully aware of how to use the site.

You can also sign up to receive email notifications for particular funding opportunities if you actually happen to know the funding opportunity number or CFDA number. Or you can sign up to receive notifications for funding opportunities that are posted by a specific federal agency, such as the NIH or in this case CMS or the Department of Education or Agriculture or wherever. With this subscription notification email process you'll also receive notifications when an agency may for instance modify their opportunity. They may extend a deadline date or change some portion of their funding opportunity. So it's kind of a good feature to have.

The next few slides we'll talk about how you actually search for a funding opportunity. So there's a couple different search structures that you can use. We have a basic search. We have search criteria that allows you browse by a specific category or by a specific agency. And we also provide functionality for you to do an advanced search. So here is a quick peek at how the basic search works. So what we did here is we attempted to run a basic search under the find functionality using the key words Affordable Care Act. And this is our search result. Actually, no, I'm sorry; this is a picture of what the advanced search functionality allows you to do.

In this example we've used the Affordable Care Act as our key word search and we selected open opportunities and we selected search by agency where we selected Department of Health and Human Services and we narrowed our search down even further by searching by sub agency. And again in this example we used HHS, Office of the Secretary and Health Resources and Service Administration as the agency we want to search for funding opportunities.

And here's just a quick look at what our search results were when we did this search. The system pulled up two funding opportunities. There listed is the opening date, the opportunity title, the agency that posted the funding opportunity and the funding opportunity number. Let's take a quick look at what's actually in a funding opportunity. So in the example where we pulled up the Affordable Care Act opportunities we clicked on the link for the Affordable Care Act Health Center Planning Grant program.

When we clicked on that link it took us directly to what we call the synopsis page. And in that synopsis page you'll see information such as the date that the opportunity was created or made available and the closing date for the opportunity. Information such as the estimated number of awards that the agency plans to make will be found in the synopsis as well.as the estimated total program funding amount. And if you were to continue to search through the synopsis you would find a link for contact information as well as a description of that particular program.

If I were to click on this second tab at the top of the page, full announcement this would take me to information if the agency had posted additional documentation or supplementary documentation for their opportunity. Some agencies use this function so it doesn't hurt to just click on it and see what the agency may have provided. In some cases agencies will post their opportunity instructions there or they'll post frequently asked questions specific to that particular opportunity.

And if you were to click over on the application link this is where you would click to actually download the application package and the instructions for filling out that package. So when we click on the application link it takes us to a page we call the download page. When you click on the download link it will take you to a screen that looks similar to this. We just recently enhanced our system so this screen looks a little bit different. But at any rate the same information is on that screen.

And one of the pieces of information that we offer people the opportunity to provide for us is your email address. And the reason why we offer this as a place for you basically to get notifications of any sort of change to the application package itself. This way the grantor agency if they were to go and change the application package which is basically the set of forms that you'll be filling out if they make a change to that they'll need to notify you to go back into the system and download a new package. Without this email address we don't know who's interested in applying. So you don't have to provide your email address, but we do encourage people to use that option.

And at the bottom of the page you'll see two links. The first one download the application instructions, that's a Word document or PDF document that the agencies have prepared with their instructions as to what they are actually looking for in the funding opportunity and basically what you need to provide when you submit your forms. And the second link download application package is where you would go to actually access the application forms and the opportunity.

So let's take a look at navigating the application package itself. So when I click on download the application package I'm taken to a screen that looks similar to this. So basically what you need to know is when you download the application instruction and package you're going to be saving both of those documents, there are two separate documents, you're going to be saving those to your local computer. You don't actually fill out the application forms on grants.gov, they're filled out on your computer. And then when you go to submit, you're logged in and you're completely registered, you're AOR has been authorized to submit, that is the point where you would actually upload your application to the site.

The forms themselves are one file, it's a PDF file, and all the forms that you'll be required to fill out will be basically included in that one file. Let's take a closer look. So pretty much when you get to the forms package you'll see a list of what we call mandatory documents and optional documents. What you'll need to do is you'll need to click one each one of those mandatory documents and move them one by one from the left hand side of the screen to the right hand side of the screen under the box that says mandatory documents for submission.

Once those forms are moved over you'll want to click on the open form button and that basically puts all the forms in one PDF file strung together. There's also a section where agencies will provide the option of filling out what they call optional documents. The optional forms are obviously optional; you don't have to fill them out, but we do recommend that applicants take the time to fill those out.

Now if there's mandatory documents that you've left off in your submission your application will be rejected. So make sure you move all the mandatory documents from the left hand side of the screen over to the right hand side before you actually open the form. Again you want to save this on your local computer.

So this next slide basically shows you a brief look at what the standard form 424R&R looks like. Any federal grant application that you fill out is going to require this standard form 424 of some type. In this particular example they're using the R&R form, which is for research and related activities. I don't believe, I think that this particular program Innovation Center is using just the standard form 424. So it looks a little bit different, but the concept is the same. Each field highlighted in yellow is what we call a mandatory field and it must be filled out. Otherwise the system won't allow you to tab to the next field.

So the last few slides we're going to talk about what you can expect during the submission process of your application. So when you're ready to submit and you've logged in as the AOR you're going to check your package for errors by clicking on the button at the top of the screen and you're going to save your application. And it's also a good idea to print it out before you actually hit the submit button.

Once your application is free of the first validation check for errors the save and submit button will become activated. When you click on save and submit the system will prompt you to enter your user name and your password. At this point if you're not authorized as AOR for your organization you'll receive an error message and you won't be able to submit your application. Once you submit the application and you're authorized the next screen you'll see is the sign and submit page. Once you click on that sign and submit page you're basically providing an electronic signature for your application.

This screen here, after you hit save and submit, sign and submit, you'll receive what we call the receipt confirmation. This receipt confirmation will be sent to you in the form of an email, you meaning the AOR. You'll also receive this page on your monitor as soon as you click sign and submit. On this confirmation page there's two very key pieces of information. You want to make sure that you save this. You'll receive a grants.gov tracking number which I'll talk about in a minute and you'll also receive the official data and time stamp of your submission.

Now agencies may ask you for this information if during the process there's some technical glitch that prevents you from submitting your application. With this grants.gov tracking number it provides proof that you actually did submit your application. So make sure that you save this information. You'll also use your grants.gov tracking number to track the status of your submission to see it through all those different validations that's required.

So as I said you'll receive, the first email will be the confirmation email. And if you don't get a confirmation screen or confirmation email pick up the phone and call the Contact Center and find out why, because if you don't get a confirmation, you did not receive a grants.gov tracking number your application was not received by us. So in that first email you'll receive the confirmation and you'll receive in the email you'll receive a message from grants.gov saying we have received your application. We are going to verify your application to make sure that you filled out all the required information that grants.gov requires, make sure you track the status of your application using your grants.gov tracking number.

The next email that you can expect to receive will be either a validation email or a rejection email. If your application submission passes all of the grants.gov validation you'll receive a message notifying you that your application has been successfully submitted to grants.gov. If your application does not pass validation you will receive a rejection, a message that will say that your application's been rejected and it will be due to whatever error caused the rejection. So you'll need to resubmit.

Make sure that you receive these emails. If you don't receive these emails, and you should receive them right away, find out why. Take your grants.gov tracking number and go on the site and track the status of your application or pick up the phone and call the Contact Center or email them. And the last email that you can expect to receive from grants.gov, and again these emails go to the AOR, the last email will tell you that the agency for which you have applied for funding has actually picked up your application from grants.gov.

So this is just a quick look at where you would actually track the status of your application to see it through the various stages of validation. You want to make sure that you follow up to see to it that your application actually is received by the agency that you're submitting the application to. We have a couple of tips for applicants. Make sure please, please, please, that you register early.

The registration process can take up to four weeks, because grants.gov is dependent on other systems. And other systems are also dependent on IRS and other types of systems, like for instance SAM, they have a validation check with IRS and that takes time. So make sure you register early, at least a month in advance before you plan to submit your application. And submit your application early; don't wait to the last day.

Thoroughly read and follow all the instructions provided by the agency. If you have any questions at all about what the federal agency wants you to provide in your application submission, contact them. Every opportunity announcement should have contact information in it. If you have issues with grants.gov itself, pick up the phone and call the Contact Center or send them an email. Make sure you include sufficient budget and program details in your application, follow the instructions closely.

And some tips for using grants.gov. Make sure that you are fully aware of the fact that grants.gov does not like certain special characters in their attachment file names. And those characters would be like a question mark or an asterisk or a percent sign, dollar sign, something to that affect. So avoid special characters in your file names that can cause your application package or, not package, your application submission or attachment to fail. And make sure you limit the file name, the file size name of your opportunity to 50 characters or less.

Another important point to make, make sure that you use the correct Dunn's number on the SF424 cover page, because grants.gov does a system validation check on that Dunn's number. If you're an AOR for an organization and you're an AOR for more than one Dunn's number make sure you use the right

Dunn's number for that particular application you're filling out, because that Dunn's number is tied to your user name on the system.

Another point, make sure you use compatible software to download your application package. That compatible software is Adobe Reader. Please use Adobe Reader. It is free and available on Adobe website or through our website. Make sure you use the Adobe Reader. Our Contact Center provides support for applicants 24 hours a day, seven days a week, excluding federal holidays. You can pick up the phone and call them on the toll free number or you can email them at support@grants.gov. And at this time I guess I'd like to turn it over to our moderator.

**JAMES JOHNSTON:** This is Jim again. I want to make a couple of announcements related to that. And thank you so much for going over all of that Judy. You can now, and I know we got some questions early on that the application packages were not available, they are available now, they're up on grants.gov, so you can look at them and get them there. Be sure again you submit your application materials through grants.gov; you cannot send it in through our email box, you cannot send it directly to me. There was a question like that. It is not permissible; it has to all go through grants.gov.

As Judy mentioned if you were on the TTR system, go in through the grants.gov site, verify that your registration is transferred over to the SAM system. And I want to make a note too that you're, and Judy maybe you can help me on this, but I believe grants.gov will be down the weekend of September 15th and 16th and will be dark. People cannot submit applications during that weekend. Correct?

**JUDY CERESA:** That is correct. The system will be unavailable midnight, early Saturday morning through Sunday evening at 12 midnight for system maintenance.

**JAMES JOHNSTON:** So that's September 15th through the 16th the system will be unavailable that weekend. And as Judy mentioned as a transition into Jamie Atwood's talk about the standard forms it is not the form that Judy had in her example that we'll be using will the standard form, the 424A. And with that I will turn it over to Jamie.

**JAMIE ATWOOD:** Thanks Jim. This is Jamie Atwood with the Office of Acquisition and Grants Management. My slides focus on the budget forms that you'll need to submit to us when you apply. If you look at the first slide is SF424A, budget instructions. This is the document you'll actually be outlining your line item cost by budget category. So basically the Section A, Budget Summary, this is where you're telling us the entire cost that you're requesting from us. And you also reflect here any non-federal contributions that you may have.

The total federal funds requested in this Section A must match the 424 information. If you look at the 424 18A on there shows the total amount of federal funds requested. So that line on the 424 must match what you're requesting on the 424A. So that's very important when you're applying. If you look at Section B of the 424A these are your budget categories. And you can see a line item for each type of category. This is where you're kind of breaking down the cost that you need by object class category. So you have personnel, fringe benefits, travel, equipment and so on.

Now for this program if you've seen the updated amended (unint.) that was just recently kind of posted you'll look at that and see how the budget periods are broken down for each types of awards you can get. So there's model design, model testing track one, and model testing track two. So if you look at the second slide that I have which is SF424A, budget instructions, continued, we're telling you here how you should fill out the SF424A based on what type of award that you're applying for.

So for model design it's a six month project period, so all that will go in your column one there; you'll show the total cost for that. If you're doing model testing track one this is where it will be a little bit different for you. Because the way the funding is being distributed under this program based off an initial six month budget period for model testing track one that's how we want you to reflect that in your SF424A.

So your column one in Section B will reflect costs for the initial six month implementation period, because you're going to have an initial six month budget period. That's the initial amount of money that you will receive if you get an award for model testing track one. Thereafter if you would get additional funding from us you'll get 12 month budget periods for years two, three and four.

So in summary the column one should reflect the cost that you need for your initial six month budget period, which is the implementation period. And columns two, three and four should show a full 12 month budget period to mirror the 36 month testing period. Now when you do model testing track two your column one, Section B, will reflect the cost that you'll incur during the six month waiver (ph.) review period plus the six month implementation period. So you're going to start with two initial six month budget periods. And those cost should all be reflected in your column one.

Years two, three and four, or columns two, three and four will reflect the 12 month budget periods that mirror the 36 month testing period. So if you just read through these directions here, hopefully that will be clear to you. There's also an FAQ I believe that explains this as well on the website. But again we want to make sure mirror the budget period so that when we're distributing the cost to you everything matches up.

If you look at the next slide this is the budget narrative. This is very important. It's critical this goes along with the SF424A. This is where you're really providing us the descriptions and explanations so that we know the costs are justified and warranted for the project. They should mirror the cost outlined in the SF424A and it should also mirror by the budget period. So your column one for model testing track one should mirror basically the first part of the budget narrative. Those things should go together. So each budget period should be matching up on the 424A and the budget narrative.

You want to make sure that there's a detailed cost breakdown for each line item outlined in the SF424A by budget period, including a breakdown of the cost for each activity cost in the line item. What that means is that for equipment, for example, if you put $432,000 your budget narrative needs to tell us what activity cost make up that $432,000. What are the breakdowns and what are the explanations and justifications? And you'll see here it's very important in this last bullet that the detailed explanation justifies whether the item should be funded and how it is necessary for the overall success of the proposed project.

The last slide, indirect costs, and I just gave a brief description here of what that means, it's important to realize that for this particular project the indirect costs are limited to ten percent. So if you are requesting indirect cost you must include a copy of your approved indirect cost rate, a current approved indirect cost rate agreement, but that the cost overall must be limited to ten percent when you complete your budget. And that pretty much sums up what I have as far as the budget. Thanks, Jim.

**JAMES JOHNSTON:** Jamie, thank you and we'll be again doing FAQs on all of this to clarify that. I know as we go through that there's a detailed Appendix Two that goes over the 424A in great detail and what you have to do submit. I want to clarify, and I'll talk to Jamie about this when I clarify in the FAQ, but because we are going to make that determination for you on track one and track two if you're uncertain it would probably be best to submit, assuming you're going to be a track one state.

And if need be after a waiver feasibility group review if we figure it would be a track two or we need more work, we can work with you at the state level to modify that budget. But we'll provide more information to clarify that as we go forward. But again there's a lot of detail on how to complete the 424 form in Appendix Two of the FOA. I notice we've got a couple of other questions relate to if I did this would that be okay to fund this particular activity? I'm going to point you back to the FOA in them. There's a detailed chart for both design and testing and what you have to submit and examples of allowable uses.

We cannot provide individual advice to states on how you do your application, but there's a lot of information in the FOA and we'd be glad to answer general questions and we'll post that in the FAQ. So with that I'm going to turn it over to…

**JAMIE ATWOOD:** Jim, I'm sorry, this is Jamie just for a second. The Appendix Two that Jim is referring to that tells you how to complete your budget narrative. So this is very detailed and it's a very good sample of what you have to put together. It doesn't walk you through completing the SF424A, but it gives you a great example of everything you need to give for a budget narrative.

**JAMES JOHNSTON:** Thank you Jamie.

**JAMIE ATWOOD:** No problem.

**JAMES JOHNSTON:** And with that I'm going to turn it over to Richard Jensen who will go over the templates. And again the templates are posted up on grants.gov and also on our Innovation Center website (innovations.cms.gov). Richard?

**RICHARD JENSEN:** As mentioned in the FOA a financial plan is required as part of state's model proposal. The purpose of this is to show that the state is applying for certain funding demonstrates a good knowledge of health care costs and cost drivers in their states. The financial plan must include the methodology and data sources used in developing the projections and any underlying assumptions that were made in projecting or trending health care costs. And this information will be an important element in evaluating the state's proposal. I also want to point out as was mentioned in the FOA that these plans will be reviewed by the Office of the Actuary at CMS to assess them for reasonableness.

States submitting. As part of the model design if that's what you're choosing to submit a proposal for, you should provide a model design award that describes the state's most recent public and private sector health care cost drivers and trends that at the summary level. In other words this is not terribly detailed, but at a summary level model design applicants must complete only Table One in Part One of the worksheet sent out. In addition to the extent the state has developed plans you should provide a description of estimated savings and return on investments. But that does not need to be brought in terms of a table with numbers.

Now moving to Part Two or model testing we're asking for much more detailed numbers. The financial plan for model testing should provide relevant and financial information across multiple payers, on a per member, per month health care costs and trends on anticipated financial impact of the models and the return on investment analysis. For participating commercial health plans states may provide aggregate health care cost data if detailed cost data is not available.

Also for provider and private insurance information states may find that the Arc Medical Expenditure Panel information in the website provided in our slide here may be useful. You can also use state specific actuarial reports you may have or any other nationally recognized source for private insurance information. This data is critical to evaluate the state's model testing proposal. The information provided in the financial plan should be validated by a qualified actuary or financial analyst on your side. And they should be identified in the submission. Finally, and Allison's going to talk in more detail about this later as a data source, Medicare fee for service data can be found at the site shown in the slide.

Now the following narrative information should accompany any of the tables you submit regarding model testing. First, describe the population being addressed and their respective current projected health care cost trends without the intervention for the target population over the proposed three year testing period. Describe anticipated total costs savings for each year of the test period, the projections for aggregate total costs savings by the end of the model test period and the net cost savings projected in supplemental provider cost.

Describe how the model test interventions or payment changes interact with service utilization, health system performance and it says per capita cost here, but it may mean PMPA (ph.). Finally describe the overall impact of the proposed model on the projected health care cost and cost trends in the target population and any costs associated with supplemental or additional services provided as part of the model test and how these services will have an impact on reducing costs.

Moving to a little more depth on describing how to fill out Tables Two through Four for model test, please use numbers based on the amount paid. The Innovation Center is also interested in the allowable amount for services in order to determine the coinsurance requirements in a state's model include shifts between allowable versus paid amounts. To the extent possible indicate allowable PMPA costs as well as the paid PMPA costs by completing duplicate worksheets labeled as allowable costs in the title.

Please complete Tables Two A through E to document the current projections of expenditures and utilization without the model intervention. Cells requiring data input are highlighted in blue. Other cells will be populated or calculated automatically. In other words we put in the formulas so that they'll rapidly fill in. I also want to note that for any categories of services where costs are not within the scope of the model test you should put in not applicable or N/A. In other words you don't have to populate all the categories if it's not relevant to your particular model test.

Now in completing Tables Three A through E, document the estimated impact with the model test on the health care costs and utilization. Finally, completing Table Four A and B is need to document net savings from the model test intervention and the return on investment of Innovation Center and other contributing funds, federal, state and private to the model intervention. And that's a high level summary.

As you've seen, if you've looked at the worksheets we have a more detailed explanation of how to fill in the worksheets, but we'll be happy to answer questions today. Or if we're not able to get to all of them today as you submit them we'll certainly answer them as part of the FAQs as soon as possible.

**JAMES JOHNSTON:** Thank you, Richard. As part of that as Richard mentioned we are asking you for data on your Medicaid population, the adults and the children, commercial insurance and Medicare. And on the Medicare some data is available on the Institute of Medicine website and Allison Oelschlaeger's with us who can walk us through some of the data we're going to be making available to you on that and so that you can complete the forms to the extent you have that information.

And again if you have questions, we'll be getting some questions, actually not too many today, on the chat box, but if you have questions, please email us now and we will have time to take questions at the end of the presentation. And with that I'll turn it over to Allison.

**ALLISON OELSCHLAEGER:** Thanks, Jim. So my name is Allison Oelschlaeger. I'm with CMS's Office of Information Products and Data Analysis. We have really aggregated Medicare fee for service data at both the state and hospital referral region level. It was requested by the Institute of Medicine back a couple of years ago and we've been updating it relatively regularly on their website for researchers and for states and other users. It includes both demographics and disease prevalence, as well as funding and utilization indicators by service category and then things like readmissions, ED visits, avoidable hospitalizations and some aggregated hospital compare level data.

Going to the next slide here you'll see kind of a picture of what you'd be able to download. It's a Excel spreadsheet and you can pull down a table or a report that will have data by state, so you can pull down your state data and look at your state compared to the national average. This, for example, is the District of Columbia and you can see right now we're looking at inpatient, IP, spending and utilization numbers.

The red circles point out two areas where you can see for at least the District of Columbia between 2007 and 2010 per capita costs were going up every year while utilization peak kind of stayed the same and then went down in 2010. Of course this is per capita information to get to PMPM results you'd have to divide the numbers by 12 to get a monthly figure.

The aggregated data just kind of, a little bit more that you could do with it. We have trends from 2002 to 2007 to 2010, but you could also do things looking at the hospital referral regions that make up your state and looking at various geographic differences or patterns at the setting and service level.

And then finally I wanted to make you all aware of a couple other CMS data resources that our office has recently made available publicly. The first is an improved process for states to request actual beneficiary level claims data for the Medicare population of your state. This information is not needed for the CMS application but we wanted to make you aware of it, because we have some great data resources available.

This new process is access to data with quarterly updates with a couple years' of historical data. And it's a much more affordable pricing structure than you may have gotten in the past if you called with a request from other care data. And then there's a couple of reports that we have publicly available in our website. The first is a site visit report where we looked at various locations and tried to understand what was causing driving higher spending or better quality. And then the second one is linked to some of our insight briefs, looking at specific topics within Medicare. So with that I will hand it back over to you Jim, I think.

**JAMES JOHNSTON:** Thank you, Allison. And again that information is out there on the Institute of Medicine website. We will also, again we've covered a lot of information today, we will be posting the slide deck from today's presentation as soon as we can up on our website as well as a transcript of today's webinar. And with that I'm going to turn it over to Ray for some Q&A.

**RAY THORN:** Great. Thanks, Jim. And this is Ray Thorn here and just to reiterate we will be posting the slide deck onto the Innovation Center website (innovations.cms.gov) within the week. And then we will also be updating the FAQs based on the questions that we receive today if we are unable to get to any questions that have been asked. And then if we don't get to your question and you would like to email us you can certainly email us at stateinnovations@cms.hhs.gov.

And with that, we will go into our Q&A session. And for the first question is for Judy. Is there more than one of the participants has asked is there more than one AOR? If there is more than one AOR will he receive a confirmation rejection email? Judy, would you like to answer that?

**JUDY CERESA:** Sure. There is actually only one AOR submitting a single application. So the email notifications and email, system generated email would go to the AOR. The AOR is the person that has logged in using their Dunn's number and user name. They are both tied together. Like I said, the emails will go just to that one AOR, whoever submitted the application.

**RAY THORN:** Great. Thank you, Judy. And I will also note that we are accepting questions through the phone and at this time I will pause for the operator to remind participants what is the process to do that.

**OPERATOR:** Thank you Mr. Thorn. To ask a question please press zero followed by a one on your touchtone phone. Or as previously stated you may submit your question via the general chat feature at the bottom of your screen. Again, you may ask a live audio question by pressing zero one now. If at any time you wish to withdraw your question, simply dial zero one again to remove yourself from the question queue.

**RAY THORN:** Thank you, operator. And while we're waiting for people to line up in the queue we will go ahead and answer some more questions that have been submitted through the chat function. And one question has been asked, can you provide examples of acceptable deliverables during a design model award? And Jim?

**JAMES JOHNSTON:** Yes, I would direct you back to the FOA as you look at them, we do have a list. And it's also in one of our earlier webinars on the model design in great detail on the kinds of activities and funding that would be allowable for model design. I think that's what the question is getting at is the deliverables you could use and how you could use the money and it would be for engaging the stakeholders, doing the actuarial analyses, things like that, is preparing your plant. Again we will have some centralized technical assistance to help.

There is also in the FOA there's a detailed list, and again this is amplified in the webinars, of all of the documentation and step by step, it's basically the checklist of what you need to submit for both your model design and your model test application.

**RAY THORN:** Thank you, Jim. And Operator do we have anyone in the queue?

**OPERATOR:** And there are no live questions at this time.

**RAY THORN:** Great, thank you. Another question that was submitted, will a proposal without Medicare be accepted?

**JAMES JOHNSTON:** The short answer to that would be yes it would. Again, what we're really looking for here is designs put together by you at the state level, what works for you. Now in the comprehensive state health care innovation plan we are really looking for a totally transformable multi payer arrangement. So it does have to be multi payer and in the models too. We would assume you will often include Medicare as part of that, but that is not a requirement.

But what we are looking for is a preponderance of the care in the state moving from, as we were talking about in earlier presentations from the volume based fee for service environment to a value based system or however you're defining that in your models under your overarching state health care innovation plan. So we are looking for a broad change there.

**RAY THORN:** Great. Thank you, Jim. Another question that we received through the chat function is with respect to the state's innovation plan what is the difference between number 12 in the list regarding delivery system costs, quality and population targets and number 13 regarding state goals or improving care population health and reducing costs?

**JAMES JOHNSTON:** And this is a very detailed question. What this refers to, we have three appendices in the back of the FOA. One is on, Appendix One is all about the various models and initiatives that are going on that we would like you as you're designing your models and certainly as you're putting together your health care innovation plan to think about what other activities are going on in your states. A number of you have primary care initiatives going on or pioneer ACOs, whatever it is, to think about that.

Appendix Two as I've talked about before is the detail on the budget narrative. For the 424 Appendix Three though is a detailed listing for the state health care innovation plans and things to think about as you do that. And they are numbered sequentially, the general thing and then starting at number 12 is the health care and design and performance goals. And 12 as was pointed out it is to describe the delivery system cost, quality and population health performance targets that will focus on that delivery system transformation, so 12 is really geared at the delivery system modeling that's going to be going on.

13 is the state's goals for improving care, population health and reducing health care costs. So it's at a more global state wide level is what we're looking for. So 12 is focused more at the delivery system level, and that might vary a little bit depending on, that's Medicaid, Medicare, commercial and 13 is the broader state goals, which would of course be reflected in your state health care innovation plan.

**RAY THORN:** Great. Thank you, Jim. Another question that we received through the chat box is … forgive me one second here. There are a couple of questions regarding the initial template. In the sense of the questioner asks they point to members whose Medicaid is the primary payer and who have relatively complete coverage. We believe that the bulk of our model impact will be among this population. Is this okay?

**JAMES JOHNSTON:** If I understand the question you're really looking for like a full, it sounds like a full Medicaid beneficiary, the full package, not a QUIMBY (ph.) or a SLIMB (ph.). I think that might be what you're getting at, something like that. And that probably would be okay. As you look at the templates and again they are posted out there, grants.gov or our website, we are asking for fairly, for model testing states, fairly detailed information by category of service at a high level. I look at that.

So we are then for our purposes here at CMS as we look at the models looking at the savings and the improvements we'll see for the populations we work with, which are Medicare and Medicaid and CHIP. So the whole Medicaid probably might make sense for you as you fill that out. As you fill out those sheets you want to think about the models you're going to pursue and your overarching health care innovation plan and what make sense to what you can complete.

Also as you look at the, and there seems to be a question on the IOM data for Medicare, that will be on fee for service and complete it to the best you can with what's out there. And there are general categories on the IOM website that roughly match what we're looking for in our broad categories of service. And if that would be helpful we could do possibly more of a cross walk to you, what you might look at under the IOM site to cross walk it to the category of service we have.

I have one question I see we had was on where did dental go, because we don't have a separate category for dental? And the assumption the person made quite correctly was that other. And that is where you have to put that.

**RICHARD JENSEN:** And I'd say label it if you do put dental or any other service in other, please label it that in fact you have put it in that…

**RAY THORN:** Thank you Jim and Richard. Operator, do we have any questions in the queue?

**OPERATOR:** Mr. Thorn at this time we do not. But again as a reminder to our participants you may enter the question queue by pressing zero one. And Mr. Thorn I will turn the conference back to you.

**RAY THORN:** Thank you, Operator. Another question that we received is we are planning to use August 2012 through July 2013 as our baseline year and then August 2013 through July 2014 as model year one. As a result this data will be estimated. Is this okay? If not, what does CMS prefer?

**JAMES JOHNSTON:** We have left it up to your discretion somewhat on picking your base year. We do want you, as this question has assumed, to tell us that 12 month period that you'd be using for both your base year and obviously then subsequent years as you go into your model testing. We prefer a base year that was complete so you had actual complete data. But we'll look at that as you submit it to see what we have in there. But it does, we do ask that when you establish your base year you reflect the 12-month period that that's detailing.

I do want to take a break because we saw another question on track one and track two and what should states assume. And you can assume for the purpose of the budget sheet right now that you would be in track one. Again as your applications come in we're trying to do this only for model testing. We'll be doing the waiver feasibility look, the actuarial review of the templates that can come in as well as independent panels that will be scoring based on the criteria we went over in the previous webinars.

After we look at the waiver feasibility, if it looks like it's a track two we'll let you know and we'll have you amend your budget worksheet at that point. And we'll update the slides to reflect that. And I apologize that's my error on that. So we'll make sure that that's as clearly communicated to you and it will be in the slide deck, when you go to look at it, it will be exactly how that looks. But you can assume that you will be a track one state for purposes of submitting your application now.

**RAY THORN:** Great. Thank you, Jim. And then we also have a question for Allison regarding the data availability. What is the production schedule of the IOM reports and CMS issue data? When would 2011 data be available?

**ALLISON OELSCHLAEGER:** We don't anticipate that 2011 data will be available by the time that applications are due, unfortunately. We're in the process of looking at that data right now and we'll hopefully have it up publicly sometime later this fall.

**RAY THORN:** Great. Thank you, Allison. The next question that we received through that the chat box is with respect to the financial template we referred to a number of narrative elements required to accompany the financial tables. Are those specified anywhere in the template? They don't seem to be included. Is there guidance on the format and length for that?

**JAMES JOHNSTON:** I'll start this and Richard can finish. If I understand the question in terms of we're asking the box, when you get out there and look at the templates we've asked for the base year and that is designed so you only have to enter that once and it should carry over to the rest of the worksheets as you go across and it populates, so completing those.

For the design states we're asking that they complete as Richard went over and will elaborate on in a second that basic information and then to the extent if you know it now if you're that far along and you have a sense of what you want to do for your models and plans and have some estimate of what you think the savings, an AOR might be in that, tells us and you can put it in the narrative. But it isn't a requirement for the model design states.

**RAY THORN:** Great. Thank you, Jim. We did get a question with respect to the financial templates. How should the financial template and the accompanying narrative be uploaded as part of the application package, as an off note budget narrative file or in some other way? And this might be a question for Judy and/or Jamie?

**JAMIE ATWOOD:** Are they asking where to upload it within the application kit? Can you clarify that question?

**RAY THORN:** Yes.

**JAMES JOHNSTON:** I think that is the question, Jamie.

**JAMIE ATWOOD:** So basically in the application kit, and I think Judy mentioned this earlier, you have like your mandatory forms and then everything else is kind of in an optional section, and there is also going to be like, it's either going to be like miscellaneous information or CMS miscellaneous information. There is going to be like a package area you're going to be putting everything else. That's basically what's going to be uploaded. And you need to label every single document. It needs to have its own title and using the characters that are acceptable.

So basically wherever you put that document needs to have its own title so that you can easily locate it and it will be basically put into the section with all the miscellaneous unless there's already a place holder for that. And Judy went over those earlier where you have place holders for the standard forms, the project narratives, the budget narratives. Those are the things that actually have placeholders. Everything else is going to go in your miscellaneous or additional information section.

**JUDY CERESA:** Yes, there is also, often agencies will post the attachments form. So people upload various forms through the attachments.

**RAY THORN:** Great. Thank you, Jamie and Judy. Another question that we received is the participant asked us to elaborate on the requirement for inclusion of stakeholders. What kinds of stakeholders are appropriate? How is their involvement demonstrated? Jim?

**JAMES JOHNSTON:** I'm going to refer you back to the previous webinars we did where we went over this in more detail. And there is also more information on the FOA. But we are asking for broad stakeholder engagement. And by that we mean not just the payers and providers who you might normally think of but community groups, the faith based community, tribal governments in your state, schools, and that would be both K-12 and post-secondary, a very broad mix, public health departments.

And if you go back and look at the slides from the last presentations you can see the scoped we're looking at there. But we really want a very inclusive look, especially as you're developing your state health care innovation plans on how that would look in reaching into the community. And that kind of gets back, and again we didn't go over it today, but our metrics that we do, we're measuring ourselves by which are better health, which gets to this broad look, better health care of course for the system itself and by doing those reducing costs.

So we are looking for a very broad stakeholder engagement. And you would document that in part through the materials you submit. And this is not … there are page limits for both model design and model test for your narrative portions of your application. For model design you're limited to 35 pages. It's 65 pages for model testing. But in addition to that we're asking for letters of participation and support from your stakeholders. And that is one way you would go about demonstrating. You can work it into your narrative. When you read the FOA it will give you more documentation on that. But we are looking at letters of participation and support.

**RAY THORN:** Great. Thank you, Jim. Another question we received is does the application for model testing or model design require any approval by the state governors' office?

**JAMES JOHNSTON:** Again I'm going to point you back to the FOA, but the short answer there is yes, it does. This is a solicitation we're doing for governors' offices. And they are our applicants that we're looking at. So part of the application packet when you read through that will ask for that endorsement.

**RAY THORN:** And the following up on that do applicants have to be a state or state agency or can the applicants can be a not for profit private entity?

**JAMES JOHNSTON:** And that kind of feeds back to that same question. Our applicants are the governors' offices. Now once that is received by the state, as you read through the FOA you can see the ability to do some subcontracting and work within your state, but the applicant is the governors' office.

**RAY THORN:** Great. Thank you, Jim. At this time I'm going to pause and see if there's anyone in the queue. Operator?

**OPERATOR:** And Mr. Thorn at this time there are no current and live questions in queue.

**RAY THORN:** Great. Thank you. Another question that we received.is the financial form indicates that the data must be validated by an actuary or a financial analyst. Does the financial analyst need to be a CMA or CPA?

**JAMES JOHNSTON:** It can be either. We just ask that you document the background of the person that's making your certification.

**RAY THORN:** Great. For those who didn't hear it could be either and then…

**JAMES JOHNSTON:** It could be some other certification too. But you just let us know the credentials.

**RAY THORN:** Another question that we received, does the model design grant or the nine award need to account for effective parties within the entire state? Or could it be a carve-out within a region of the state?

**JAMES JOHNSTON:** Under model design we'd be asking that you put together the state health care and innovation plan and then develop the model that you'd want to come back and test. And that is in preparation for what we're anticipating for our second round of testing next year. So we do want a preponderance of care in the state to be certainly within your health care innovation plan and in hopefully reflected in your models too. So certainly a ramp up and a regional part could be how you're going to approach it. We want to hear how it works in your state but eventually it's certainly moving toward a preponderance of care in the state within the models and certainly impacted by the state health care innovation plan.

**RAY THORN:** Great. Thank you, Jim. The other question that we received through the chat room is will states have a startup period from the time a model design grant is awarded to when it's expected to begin its planning activities?

**JAMES JOHNSTON:** And the question… People already understand the question mention that it is a six month period. So it's a very intense short period to complete that model and design. There is not, unlike model testing where we have built in a ramp up period to do the final preparation before the test period starts, for the design work it doesn't have like a pre design period. We will start live for the design to pull that together and have you work with your stakeholders. Again we'll have some centralized technical assistance that we'll offer from here. You'll have the states who get awards, will have them money to start that.

We do what to work with you. I understand the time frames but we're anxious to get the designs flowing and there is no pre-design period to the six month design period.

**RAY THORN:** Great. Thank you, Jim. And following up on that what about the time it may take to obtain consultant support if the procurement is required for such contracts?

**JAMES JOHNSTON:** If you're trying to contract, I know in most states and I used to work for a state, so I know that can take some time, again there will be some centralized support here and once we get through the award process and start working with the states who have received awards we will work through how we make that happen within that six month period.

**RAY THORN:** Great. Thank you, Jim. Another question that we've received is, and this is for Allison, the (unint.) that seems to adjust that applicants don't need to follow their categories exactly. How much flexibility do states have in reporting categories or more directly are (unint.) and spending categories in the IOM data adequate? Actually this might be for you Jim.

**JAMES JOHNSTON:** I think it is actually more for me than Allison. But Allison I would welcome your collaborate on this, but again if it's helpful we could do a … it would be the broader roll ups of the utilization categories in the IOM data, for example, for inpatient hospital you'd want to roll that up and that would be the number you'd want to look at for your state to input into those tables. Allison you know the IOM categories a lot better than I do. Do you want to elaborate on that?

**ALLISON OELSCHLAEGER:** I don't think I have very much to elaborate on. I think that it may be helpful, it sounds like it may be helpful for us to develop a cross walk for you all. So I think that that's something that Jim we should work on posting on the SIM website. But I would say probably you'll see big categories like evaluation management services and that would go to probably primary care, for example. Even though it's not necessarily going to be only primary care that's going to be evaluation and management data codes, it's generally going to be offices, so we see it matching there. But I would say use your judgment and we'll probably have something up soon for you to use too.

**RAY THORN:** Great. Thank you, Allison. And we are about out of time and we're going to take one more question through the chat box. Again thank you for all the questions that we received or that you have submitted, and we will certainly go through the questions that we were unable to answer and update them in a comprehensive way in our FAQs. So our last question for today is CMS mentioned that, we mentioned that we could use, that applicants could use aggregate data for commercial payers.

Does CMS mean aggregating across payers or could we aggregate service types to a grosser level such as combine professional primary and specialty care if needed?

**RICHARD JENSEN:** We're assuming that you are aggregating across commercial payers so there could be one column in affect. We understand that it may be that you have to combine certain categories of services, in other words combine rows, but we would certainly want you to keep that as disaggregated as possible, because that's really what's relevant in terms of how your model design is going to be working and you should be aware of the impact on those particular rows in which the model is to have an impact.

**RAY THORN:** Great. Thank you, Richard. And we are about out of time for today's webinar. And before we sigh off I would see if Jim had any final comments.

**JAMES JOHNSTON:** I just want to thank everybody again. As Ray mentioned we will be posting up as soon as we can comprehensive FAQs on what we got today. And I also want to thank our speakers from grants.gov and Allison and Jamie from our Acquisitions and Grants Management Office. So thank you all and looking forward to, again if you have questions send them into our State Innovation's mailbox and all the webinars will be up on the site, so please check that. And looking forward to hearing from you.

**RAY THORN:** Great. Thank you, Jim. And with that, that concludes our webinar today. And thank you everyone for joining. Have a great day.

**OPERATOR:** Thank you, and thank you all for your attention. All participants' lines may now disconnect.

**[END OF FILE]**