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**SPEAKERS**

Participant 101, Speaker 3, Interviewer, Interviewer 2

[INTRO]

**Interviewer** 05:52

Okay, this is a little more zoomed in. All right. All right. Fantastic. So, yeah, so we're gonna, I'm gonna walk through different connections. So all the ones that have question marks, and I want you to think about sort of what you think about the connection strengths, right? So if it's a positive relationship, a negative relationship, and then how strong their relationship will be. So these ones are all going to be positive, but we're interested in is the connection strength? So how would you? You know, so you can think of it the strength of these connections, starting with retail as measuring like, of retail food sold in Flint, how much of it comes from the different types? So how would you describe the different connection strengths between retail use and the five retail types? We can start with restaurants or stores, whatever you prefer.

**Participant 101** 06:49

Restaurants is fine.

**Interviewer** 06:50

Okay. So, um, between, you know, local restaurants and chain restaurants or you know, you think in Flint, when people buy food, do they more so get them from chain restaurants, or from local restaurants? How strong Do you think that connection is?

**Participant 101** 07:17

So, so in this sense, are we lumping fast food in with with chain restaurants? So fast food and fast casual? So McDonald's and Applebee's versus Aunt Mildred's chicken biscuits? Okay. Um, chain restaurants is much stronger.

**Interviewer** 07:44

Alright. So would you say that that would be like a very strong or just sort of like a medium strong relationship?

**Participant 101** 07:50

Moderately strong. Yeah.

**Interviewer** 07:54

And then local restaurants would be a weaker. Do you think it would be a much weaker or just sort of like a moderately-moderate

**Participant 101** 07:58

Moderately weaker. There- there are- Hang on one second. I'm on a call. Oh, can you can you give me until four. [inaudible] Okay, thanks. Sorry about that. So like, like, there are a lot of- well I'll say moderately, moderately.

**Interviewer** 08:32

um, and then thinking about the different kinds of stores in Flint. What do you think about a connection strikes to for example, grocery stores? You think that would be like a weak relationship? a moderate relationship? a strong relationship?

**Participant 101** 08:48

Okay, so I have- Good gravy who is? I don't know who that is calling me. I'm not gonna answer it- Um, there are not any actual grocery stores in Flint proper. Is this question asking about grocery stores that are outside of the city?

**Interviewer** 09:09

I would say grocery stores that are in Flint. And so that is information that I'll definitely write down the saying that like, because there aren't grocery stores in Flint, people don't shop at grocery stores in Flint, but that means they shop at grocery stores elsewhere.

**Participant 101** 09:23

Outside of the outside in the in the out-County, but in the city proper. Yeah, there are, there aren't any grocery stores.

**Interviewer** 09:34

Um so then that would likely be a pretty weak connection. And so then thinking about convenience stores, how strong do you think relationship is there?

**Participant 101** 09:48

There's a pretty strong convenience store relationship inside the city.

**Interviewer** 09:56

And then farmers markets?

**Participant 101** 10:00

I would say, I would say, moderate to low, only because a lot of the traffic at the farmers market is from out-county people. Um, yeah, the folks who live in Flint don't quite feel- don't- There's a vast majority of people who live in Flint who don't feel welcome at the farmer's market. A lot of the traffic is people who probably live above the poverty line in Flint, or those who actually don't live in Flint, visit the market.

**Interviewer** 10:44

And, and then thinking about the use of the supplemental sector, how would you describe the strengths to the different kinds of stores, so is different Supplemental Nutrition Programs, you think get used more, you know, at convenience stores, grocery stores, or farmers markets.

**Participant 101** 11:02

So — that's a difficult one, because obviously, it's going to be low with grocery stores, because there just, there just aren't grocery stores in town. I'm thinking of a sort of grocery store that's actually in town who-who doesn't take the supplemental benefits. Because there are some issues with- They're they're no longer able to take because- because they were not- they were not legal in their handling of the supplementals. So and that's the same with convenience stores, it's- there's a, there's a strong relationship there. But people aren't using it for food all the time. They are- there, there is some, there are some instances of-of fraud there. And then Farmers Market increased for a while, and then it dropped because the market offered, with the state of Michigan, double up food bucks so people could get, you know, for every dollar they spent on fresh fruit and vegetables, they got an extra dollar to spend. But Farmers Market costs, you know, it costs more for the consumers to use farmers markets, and they already didn't feel welcome there. So-

**Speaker 3** 12:47

Yeah, so this is probably a moderate or a weak? Mm hmm.

**Participant 101** 12:54

It's it's moderate or weak? Yeah.

**Interviewer** 13:00

All right. And the last thing I'm gonna do is I'm going to put a strong positive relationship between both ability and use of the different sectors. So this means that if something affects [inaudible] sector, or the emergency sector, for example, you know, if their funding was cut or something they wouldn't be able to provide food so the use of it would directly be affected. So do you have any questions about what we've done so far?

**Participant 101** 13:29

Mhm uh

**Interviewer** 13:30

Great. Um, so now we're gonna move on to a couple more definitions. Um, so I will switch my screen again. And so this is one of the main things that has changed between this round and the last round, the pilot round, of the interview, is that we have consolidated, if you remember, that that big long list of values that Flint community members identify. We've consolidated them into sort of a more abbreviated list of values that we're going to focus on. So, I am going to go through these concepts really quickly. So the values, the statements and some definitions, which are all results of workshops that we held earlier in the project, and there's also going to be questions about it.

**Interviewer** 14:21

So the first would be education, that there should be opportunities to learn food skills. So you know, cooking, gardening, agriculture, nutrition and health and apply these to career development if desired. And so you could think about, you know, that concept is sort of the amount of educational opportunities—is that higher or lower?

**Interviewer** 14:40

Also have community empowerment, so that the food system should empower communities to feel or to support local economic development. That fosters a sense of community and prioritizes residents cultural values.

**Interviewer** 14:56

We also have have quality of life is respected. So as residents move through the food system, their dignity, choices, comfort and safety should be respected to promote the common good and quality of life for all. So it's combining some of the values that we previously identified.

**Interviewer** 15:14

It's also partnerships, so that the food system should promote creativity, encourage problem solving, produce trust and strong partnerships that provide leadership and support, collaboration and communication. So sort of, you know, the higher level of food system organization.

**Interviewer** 15:30

Nutritious foods, so the food system should offer more food options that are high in nutritional content, contain less additives and preservatives and come in appropriate portions to benefit health. And a metric you could associate with this is the amount of nutritious food available in the food system.

**Interviewer** 15:47

And then our last two is: one is affordability. So that food should be priced so that the community members can access the type, quality and quantity they require. So this metric would be you know, the price of food in relation to resident income. So not just purely the price of food, but really a measure of affordability for an individual based on however much their income is.

**Interviewer** 16:09

And finally, availability. So the type, quality and amount of food required for community members to conveniently feed their families and themselves to be physically present. So amount of preferred foods available across the city. Do you have any questions about the seven values. And I will always have the slides, I sent that document to you, so we always go back and look at the definition.

**Participant 101** 16:36

Got it up on the screen.

**Interviewer** 16:38

Fantastic. So of the seven values that we just talked about, which of these do you think, are very important to the Flint food system that you would want to include in your map. So you start by considering which two or three are most important are really significant.

**Participant 101** 17:01

Availability, Affordability, and quality of life respected.

**Interviewer** 17:10

Alright, so I will switch screens again, and go back to mental modeler and add those concepts. The first is- And I apologize for looking over, I'm trying to be a little bit more efficient in my home setup. But now I'm working on two different laptops. So it's a little bit ridiculous. Looking here, it's just that a second screen

**Participant 101** 17:43

Same thing going here.

**Interviewer** 17:47

Right

**Speaker 3** 17:47

I think it's becoming the norm.

**Participant 101** 17:52

I actually have a third and fourth device, but they're not out today. So I have fewer distractions, so I get it.

**Interviewer** 18:03

Right. So thinking about these different concepts we can start which was everyone like, but how would you draw connections between one of these concepts and the Flint food system we've already established?

**Participant 101** 18:20

So availability in grocery stores? There's there is low.

**Interviewer** 18:28

Okay.

**Participant 101** 18:31

A low correlation between those two.

**Interviewer** 18:34

So, this would be perhaps, a negative correlation. So, or that-that- Okay, I'm trying to think through- correct me if I'm misunderstanding that- is that- there is: Because there are low grocery stores, there isn't a lot of availability in Flint, or is that what I can?

**Participant 101** 18:59

Yes.

**Interviewer** 19:00

Okay. So I would say then, perhaps is that grocery stores actually have a high correlation to availability, just that in Flint right now, there aren't many grocery stores. So there is not a lot of availability. Does that make sense? So that if there were more grocery stores, there would be more availability, but because grocery stores are low availability is low

**Participant 101** 19:22

That's fair

**Interviewer** 19:23

So there'll be a strong positive relationship there. Other connections that you see?

**Participant 101** 19:40

So affordability and the farmers market. It's it is available. So we could actually we could make two connections there. Farmers Market is available, but the affordability is not there.

**Interviewer** 20:00

So there'll be a negative connection. Do you see that as a weak, a medium, or a strong negative connection?

**Participant 101** 20:06

Um, no, I'll say medium.

**Interviewer** 20:16

How would you connect maybe these other kinds of retail to affordability?

**Participant 101** 20:22

So affordability — the chain restaurants, you know, you can get 4 for 4 at Wendy's and 99 cent chicken nugget. So and you have no, you know, meal prep time. So chain restaurants are affordable.

**Interviewer** 20:49

Yeah. Would you consider that a medium or a strong connection?

**Participant 101** 20:55

The medium. Because are they really affordable? If you really think about it, you're probably spending more, but it's-it's about convenience, and availability, in some cases. Local restaurants, I could — There are two ends of the spectrum here. There's, there's the local Coney Island, and everybody goes to — which, which could be quite affordable. But-But then there are also some of the other higher end local restaurants and higher end chain restaurants that are only for special occasions.

**Interviewer** 21:44

Yeah. Um, so then I guess, if you were to average it out, maybe it would be either like a weak positive or a weak negative? Or would you consider of like, I know it is a little definitely more complex than a single, you know, connection to affordability. But if you're just sort of average out these different factors, what would you consider the connection to be?

**Participant 101** 22:13

Probably a weak positive.

**Interviewer** 22:15

Okay. So it's overall affordable, but not very affordable.

**Participant 101** 22:20

It's it's overall, affordable. Let me see. Let's look at the definition of affordable: "access and the quantity that they require."

**Interviewer** 22:38

You can also contextualize it. So if we were to raise the number of local restaurants, would food become more or less affordable in Flint?

**Participant 101** 22:54

If you raise the number of local restaurants, I mean, we do that all the time.

**Interviewer** 22:57

If we're sourcing food more from local restaurants then other places, and perhaps chain restaurants, would their food be more affordable or less affordable? In general.

**Participant 101** 23:10

So let's look at this a different way. Because what we're experiencing right now due to COVID is fewer local restaurants because-because, you know, they can't afford to keep their doors closed for for months on end. So does the unavailability of local restaurants cause there to be more or less affordability on food? And I'm gonna say that with-with the local restaurants closed, um, food is less accessible or less available and, and is — people can't people can't afford it, because the ones that are staying open are not the ones- Well, that's not true. The ones that are staying open are the ones that are less affordable. That are less affordable. You know, people like me are getting takeout on the way home because they don't want to cook. But yeah,

**Interviewer** 24:29

Maybe it would be a weak negative connection. Not that all local restaurants are unaffordable, but enough of them are unaffordable for like an average Flint president. And then what I heard for availability, which definitely correct me if this is not what you were intending would be a positive connection between local restaurants and availability, that they increase the availability of food.

**Participant 101** 24:58

Yeah, they do increase the availability of food when they're open. So I'm interested to see how things are gonna change over the next coming weeks now that that indoor dining is allowed, again.

**Interviewer** 25:13

Alright, so um thinking about this affordability concept. Are there other connections to affordability that you see either between the different kinds of retail that we haven't connected yet, or the supplemental and emergency sector?

**Participant 101** 25:29

So affordability- and convenience stores are not affordable. Because a banana costs $1.

**Interviewer** 25:34

So that would be a negative. Do you think that's a weak negative, medium negative, or strong negative connection?

**Participant 101** 25:45

I would say a medium negative connection. Because-because the- Okay, so are we talking about affordability of good food? Because you know, that dollar at the convenience store is $1. Or that banana at the convenience store is $1.25. But you can get four packs of ramen for a quarter, and that's going to stretch you much longer than that banana would.

**Interviewer** 26:14

Yeah, I would say similar to the last time that it's definitely like a way more complicated interaction. But if you're sort of like, average out the different aspects that affect affordability, are convenience stores like net more affordable or net unaffordable or maybe that's something that's just tempers the connection, right of like, overall for like, many things are unaffordable, but for other things, they're very affordable. So maybe it'll be you know, instead of like a medium positive, it's a weak, positive, or instead of a medium negative, it's a weak negative. Sort of, if you have any sense of what makes sense to you.

**Participant 101** 26:54

My brain just went off on a tangent for ramen and they charged $14 for it at farmer's market. I used to hate hate it when I saw we had to eat was ramen and now people are going out of their way to buy it for 14 dollars. Anyway, um the — um weak positive.

**Interviewer** 27:23

Okay.

**Participant 101** 27:28

I see your face scrunched up, [speaker 3].

**Speaker 3** 27:31

I'm just making a note of what you just said that with the pandemic, what had been normally considered a lower quality food is now being pushed up into a higher price range by a different group of people. During this-

**Participant 101** 27:51

That's not even pandemic, that's just, that's just-

**Speaker 3** 27:54

Just because it's at the farmers market and it lifts it up to another standard, if you would,

**Participant 101** 28:01

Yeah, yeah.

**Speaker 3** 28:02

Yeah, I caught that. I just we- Those are things to keep in mind.

**Participant 101** 28:07

Yeah, because if they ever start selling a fried bologna sandwich at the farmers market, I'm shutting the whole place down.

**Speaker 3** 28:13

Oh, it's over. Shut it down [participant]. Shut it down. I'm sorry, but I caught that because those are- those- they're implications to that. So thank you for calling that out.

**Interviewer** 28:27

Um, yeah. So thinking about other connections-connections between grocery stores or supplemental or emergency sector to affordability.

**Participant 101** 28:40

So, okay, you want me to tie the supplemental to-?

**Interviewer** 28:44

If there's a connection you see, or to availability? Basically just-

**Participant 101** 28:49

I would, I would tie use of supplemental sector to affordability. You know, people are getting additional funds, I think they're getting an additional 15% increase on their benefits right now — So it makes food more affordable and and more available to- Well, maybe not available, maybe not if they gotta take two buses to get to the nearest grocery store to-to use their SNAP benefits. Although some of the outcoming grocery stores are accepting SNAP benefits for grocery delivery and curbside service now.

**Interviewer** 29:40

Yes

**Participant 101** 29:42

[inaudible] how to make it available.

**Interviewer** 29:43

Yeah, I mean, if you don't think that like-

**Participant 101** 29:51

I don't, let's leave it off

**Interviewer** 29:52

Does increasing like the use of supplemental nutrition programs like change the availability of food in Flint

**Participant 101** 30:03

It- I don't totally agree with that because your people still have transportation problems or people still have trust issues where they just don't want- Like my mother will not use Kroger clicklist because she doesn't want somebody else to pick her apples.

**Interviewer** 30:19

Yeah — Other connections you see? To availability or affordability?

**Participant 101** 30:50

No, I'm looking over here at quality of life respected out there by itself.

**Interviewer** 30:54

Yeah, that was what I was going to talk about next. Yeah, what- how do you see connections to or from quality of life is respected.

**Participant 101** 31:04

Dignity, choices, comfort and safety is respected for all residents throughout the food system. — That is high with local restaurants. And that's why people continue to, to visit there. Um, I want to say that the quality of life and farmers market should be higher than it is, but we've somehow made Farmers Market uncomfortable for a lot of people.

**Interviewer** 32:02

Would you consider this to be sort of a medium negative connection, astrong negative connection, a weak negative connection?

**Participant 101** 32:09

I would say a medium negative connection because there's still a lot of people who go but there are- there are there hm. They're trying really hard to make it welcoming for everybody-farmers market is. It's just, it's just unfortunately not there yet.

**Interviewer** 32:31

Yeah. Great, any other connections that you'd like to make.

**Participant 101** 32:37

Um — so with the supplemental sector, the changes that they've made to the system by offering, you know, cards that you can swipe at the at the same place as a credit card. That says a lot for-for-for dignity, and, and being able to to make your own choices as what you are, what you want to eat as opposed to: here's this box of food you know. Here and you're on the episode of, of chopped poverty edition. Oh, go for what, you know, the the way the system exists, allows people to make their own choices for food and they don't look any different at the checkout than someone who's paying with a, with a credit card or debit card.

**Interviewer** 33:39

Yeah

**Participant 101** 33:40

The stigma isn't there, you know, when- Well, I mean [Interviewer] you're kind of young. So you might not remember this, but I remember my mom not wanting to be at the grocery store at certain times of day because she didn't want to run into anybody that would see her handing her food stamps over at the counter, checkout counter. So the way the the the supplemental sector has changed, respects quality of life a bit more.

**Interviewer** 34:16

Anything else? And we will always have time. You know, you can if something comes to mind, we can definitely make that change at any point. Okay. Cool. So, um, you know, as we did last time, are there other things that you think are important that influence the concepts that we've already put into the map. If you remember my silly little traffic example that we did in the first interview of you know, traffic effect, or like number of cars on the road affecting traffic I might put in carpooling as something that decreases the number of cars on the road so you know, other concepts that you think are important for the food system that you would like to add

**Participant 101** 35:01

Am I pulling from the food system values list?

**Interviewer** 35:04

You can but you can also introduce anything that you think is important.

**Speaker 3** 35:18

You've mentioned transportation a couple of times.

**Participant 101** 35:22

Yeah, I have. Transportation is a huge issue.

**Interviewer** 35:34

Yeah, um,

**Participant 101** 35:36

If people can't get there, they can't buy it.

**Interviewer** 35:39

So that transportation really affects availability, would you say?

**Participant 101** 35:48

That's a that's a strong connection.

**Interviewer** 35:57

Are there other connections to transportation from transportation, or any other concepts that you would like to add to our map.

**Participant 101** 36:06

So transportation and grocery stores. If we, if people had transportation, and they could go to the out-county grocery stores.

**Interviewer** 36:17

So that more transportation means that people would go to grocery stores more than they would,

**Participant 101** 36:21

Right, right now, there are a lot of people that go to convenience stores simply because they're able to, to walk there, you knowl. It's-it's the corner store. So it's convenient for them to walk to that, or

**Interviewer** 36:39

So then maybe that's a negative connection there. So when people have less transportation, they're more likely to go to convenience stores, because they're in the neighborhood and convenient.

**Interviewer** 36:58

Yeah, other connections or other concepts that you think are important for the Flint food system?

**Participant 101** 37:11

Oh, I don't, I don't know, if you want to include, um, we got the pandemic as-as a cause. But-

**Interviewer** 37:27

We, later on we are going to Covid-19 and see how it's potentially changed the food system in Flint. And I know that's kind of a weird part that, you know, we're asking about the Flint food system in general, but the pandemic has been going on so long that it is becoming like- the current conditions are so shaped by COVID. So it is a little weird to add it in on the end, but we will definitely talk about it.

**Participant 101** 37:52

Okay,

**Interviewer** 37:53

Great. Um, so, I'm going to I guess, I'm going to save this map really fast. Um, and again, but also like, definitely feel free at any point to — anything you want to change, just let me know. But the next thing we're going to do is consider leverage points. So considering the map that you've made of a current Flint food system, how would you make changes to improve this? So this could be adding new concepts, this could be changing relationships between, you know, different concepts that you already have on it, stuff like that, sort of like, what would you consider changing in this map that you think would lead to better outcomes?

**Participant 101** 39:01

I would increase the number of grocery stores. Some, some good ones. Maybe not even chain, they could be local, but they need to be- they need to offer quality food and a quality environment and at-at prices that people can afford.

**Participant 101** 39:31

We've had a couple, a couple of instances where people wanted to open stores, but if you, if you look at their pricing structure, people-people even though it was closer to them and more convenient: Unless they had no choice, they weren't shopping there. Because they're not going to pay 75 cents more for a gallon of milk.

**Interviewer** 39:52

Yeah.

**Participant 101** 39:53

Because that adds, I mean across your whole grocery list that that adds up.

**Interviewer** 40:08

Other- any other leverage points that you see that you would recommend? So yeah, new concepts, new connections, or changing connections

**Participant 101** 40:19

Either that or I would try to find a way to get convenience stores the money that they need to-to expand and offer better products. Can we get refrigeration, refrigerated units in convenience stores so they can offer, you know, more than just milk cheese and bread?

**Interviewer** 40:44

Yeah.

**Participant 101** 40:45

Can-can we find a way to have them offer produce and it not rot on the shelves? Because it's-it's tastier and less expensive to buy a bag of Hot Cheetos?

**Interviewer** 41:02

Yeah. Yeah.

**Participant 101** 41:05

But you know that a lot of that is just conditioning. You know, people. If that's all they know. And I rode the bus to school with a set of twins who ate um. They- every morning on the way to school, they'd stopped at Short Horn meats, and got two bags of red hot potato chips and a bottle of hot sauce. And that's what they ate going to school every day. Now, if shorthorns decided to offer apples and bananas, they still wouldn't buy them because they want to eat what they've been eating for breakfast every day. The bus smelled awful. We hated it when they got on the bus. But that's what they ate.

**Interviewer** 41:49

Yeah, I'm, I'm from Indiana. And so it might be a whole Midwest thing. But it was definitely my experience growing up was people were just obsessed with soda, that like kids never drink water. It was always like Diet Coke or some kind of soda. I was just always "wow." I walked in with my little, you know, my hippie dippie parents giving me a little reusable water bottles and stuff like that. And they're like, do you just want like an orange crush? I'm like, "my mom says I can't have one."

**Participant 101** 42:21

Right? And but you know what, I'm thankful that my mother didn't let me eat-eat those hot chips and candy bars for breakfast because my health would be not great. And I would not be a good role model for my kids right now who eat raw vegetables constantly.

[COVID SECTION]

**Interviewer** 47:57

Is there anything sort of important about the Flint food system, you know, that we haven't talked about, that I haven't asked you about that you think will be important that we, you know, record and understand as we do this work?

**Participant 101** 48:21

I don't know. But I wish the-I wish the levers that we need to pull the to-to fix this were abundantly clear.

**Speaker 3** 48:31

Hmm

**Interviewer** 48:38

Yeah, that is one of my hopes that, you know, not only just like the whole Flint leverage points project, but like, part of what we're going to get at with this research specifically, is, you know, asking a wide range of people with a wide range of experiences and knowledge of the Flint food system, you know, what do they think is a good idea and using that to inform you know, further like modeling and analysis of you know, now that we've gathered all of these concepts, what do we think is going to be effect- is going to be effective and how can you test that. Hopefully, you know, sort of, sort of crowdsource some ideas.

**Participant 101** 49:16

I just like to-

**Speaker 3** 49:17

Say a little bit more about abundantly clear.

**Participant 101** 49:22

So when I'm looking at this, I see one big lever that if it were pulled- And it's impossible to pull this lever, but if it were pulled it would it would take a so much of the strain off of, off of the food system and get people the availability and the affordability and the quality of life that they want while they are trying to access food. And that is the system's problems. This the systemic racism, issues related to to poverty and people not feeling like they have, they have a choice because they're poor. They don't have a choice and they're not at the table to help make any of these decisions. They have to continue to try to survive. And so this further perpetuates the system. So if-if we could just pull that stuff out, it would be much more clear, to improve food systems, if we could just take out the one thing that seems to be dragging it all down.

**Interviewer** 50:39

Yeah, it has been. Can you say enlightening in a negative way, enlightening in a disheartening way of, you know, doing sort of scenarios with the pilot interview map that we've had so far that there's so many things around like, you know, poverty and like just flipping affordability, if suddenly, people had more disposable income to spend on food that like, there are so many, like cascading benefits of that, of being able to, you know, to just remove having to deal with hunger, as part of like a problem in their life is just like, it's startling, how broad the impacts of that are.

**Interviewer** 51:21

All right, well, um, it is getting quite close to four. And I want to be very conscious of your time. Thank you so much. Thank you. So last little formalities is that this entire interview, and all we talked about is confidential. And definitely, if you have any follow up questions or concerns you do have my email address. I will send a link to, in the chat right now, of a survey that we would, it would be great if you could take. It should take you two to five minutes. And so this is the standard set of questions that the Flint leverage points project is asking all participants across all of the different branches of research. So a lot of them are not specific to what we just did. But it is, you know, part of our process. Yeah, if you could fill that out. You know, right now, if you want to, or just right after we hang up this call, that would be great. Please don't put your name on the evaluation because they will be anonymous. Yeah, I guess that that's kind of it. I'm just [inaudible] again, thank you so much for taking your time and definitely if you have any questions? Contact me. Yeah.

[OUTRO]