

# HotSW RDPE Growth Programme Briefing

### Heidi Hallam Partnerships Manager



The European Agricultural Fund for Rural Development:

Europe investing in rural areas

### Welcome

- Housekeeping fire exits, toilets and phones on silent please
- Thank you to:
  - the RDPE Network for part-funding today's event
  - the Rural Payments Agency, the Heart of the South West Growth
     Hub and LEADER schemes for their participation in today's event
- LEADER stand for information on this stream of RDPE funding
- All of today's materials will be available on the ESIF page of HotSW LEP website
- #RDPEinHotSW





# RDPE Growth Programme Briefing

The RDPE Growth Programme is an important source of funding to help deliver the Heart of the South West's ambitions for growth, jobs and productivity in rural areas.

Today's event particularly aims to:

- Raise awareness and understanding of current RDPE Growth
   Programme funding opportunities in the HotSW and how to apply
- Provide opportunities for Q&As, discussion and networking

PLEASE ASK US IF YOU ARE UNSURE ABOUT SOMETHING





## Agenda

- Strategic Growth Priorities in the HotSW (Paul Hickson, HotSW LEP)
- Overview of RDPE Growth Programme (Peter Bainbridge, RPA)
- RDPE Growth Programme Application Processes (Angela Quinn, RPA)
- Questions and Answers Panel

#### Break

- Introduction to HotSW Growth Hub (David Hynd, HotSW Growth Hub)
- Break Out Groups
- Close and Next Steps





### The Heart of the South West LEP



Repositioning the Heart of the South West's profile and reputation, nationally and globally. Connecting people, places, businesses and ideas to transform our economy, securing investment in infrastructure and skills to create more jobs and enable rewarding careers.





# Your Local Enterprise Partnership

#### What the LEP is not:

An agency of Government like RDA, designed as a delivery arm of central government, nor are we simply a funding body.

#### What the LEP is:

A local platform for collaboration across public and private sectors, to achieve mutual economic aims and we

Identify common priorities
Attract resources & investment
Make a difference to prosperity

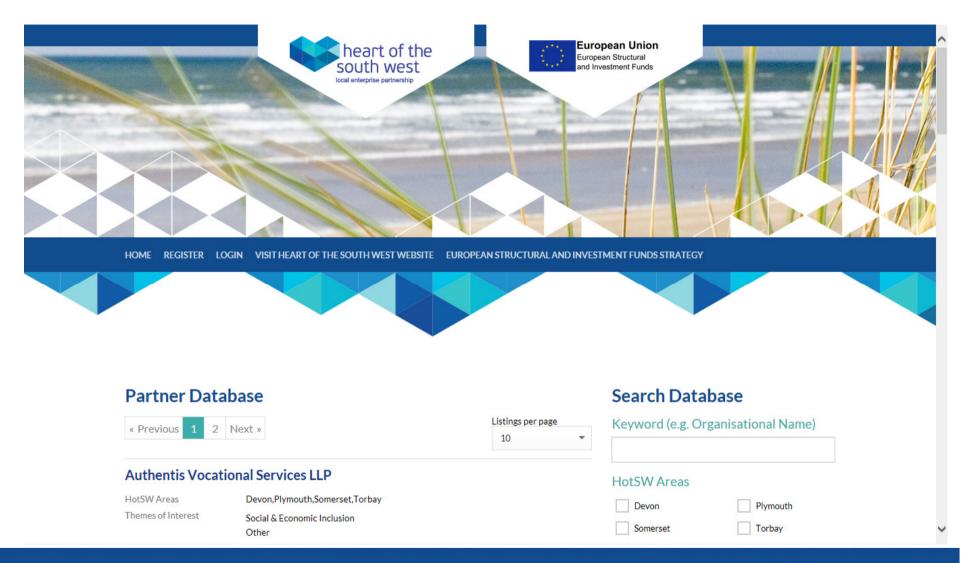
#### We support:

- Funding bids to national Government e.g. Growth Deal
- Influencing national Government strategy e.g. road and rail
- Strategic partnerships e.g. with neighboring LEPs
- Economic policy development.





### Partner Database http://partner.heartofswlep.co.uk/





# **UK Government: Building Our Industrial Strategy**



 10 pillars identified to address drivers of productivity and spread benefits across the country

Research and innovation	Developing skills
Upgrading infrastructure	Supporting businesses to start & grow
Improving procurement	Encouraging trade & inward investment
Delivering affordable energy & clean growth	Cultivating world-leading sectors
Driving growth across the whole country	Creating the right institutions to bring together sectors & places

 Our Productivity Plan will in effect be the Industrial Strategy in the HotSW area



### What we do about it - LEP area response

- Productivity Plan in development
- 'Green Paper' for consultation until 10<sup>th</sup> March: are we looking at the right problems?
- Led by the Devolution Partnership
- Draft Plan for consultation after County elections May / June
- Final Plan sign off autumn dual key Joint Committee + LEP
- Business input is IMPORTANT







# Paul Hickson Place Theme Lead



The European Agricultural Fund for Rural Development:

Europe investing in rural areas

### HotSW Rural Growth Context

- One of the most rural LEP areas in the Country
- Distinctive natural and cultural assets
- High proportion of small businesses
- Well-established traditional rural industries
- Opportunities for rural diversification
- Challenges around resilience and productivity





# European Structural and Investment Funds (ESIF) in HotSW

- Three strands of funding ERDF, ESF and EAFRD
- EAFRD managed by the RPA on behalf of Defra
- National programme, with supporting local arrangements
- £15.5 million EAFRD notional allocation for rural Devon and Somerset
- HotSW ESI Funds Sub-Committee (including LEP) to advise on local growth conditions and priorities





# HotSW ESIF Strategy

Sets out local context and priorities for ESIF investment in the Heart of the South West

Mission to 'make our area the place of choice to live, work, learn, visit and invest. Achieving economic growth through more and better jobs, higher productivity and improved prosperity for all'.

Directly aligned with overarching Strategic Economic Plan for the Heart of the South West





# HotSW ESIF Strategy - Priorities

5 'Integrated Activities'

2 of relevance to current RDPE Growth Programme funding opportunities:

Integrated Activity B – Enterprise and Competitiveness

- Rural Business Development Grants
- Food processing Grants

Integrated Activity C – Reaching New Markets

Tourism Infrastructure Grants





# Thank You







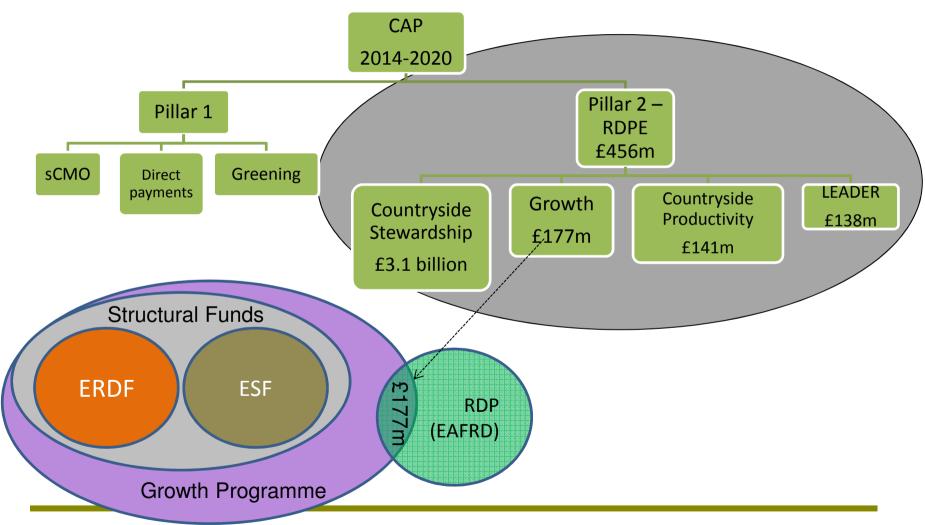
# Rural Development Programme for England – January Growth Calls

Peter Bainbridge, Head of South Region Rural Payments Agency

### Purpose

- Brief overview of the Rural Development Programme for England
- Grant funding available from January
- Application process and timescales
- Further information and support

# The Contribution of Growth programme to Rural Development



## **Background**

- The Government has confirmed that it will guarantee funding for RDPE
  Growth Programme grants if these are agreed and signed before the UK's
  departure from the EU, even if the grant agreements continue after we have
  left the EU, subject to projects meeting the following conditions:
  - they are good value for money
  - they are in line with domestic strategic priorities
- Following the announcement on Thursday 26 January Defra has launched RDPE calls for the following socio-economic project themes:
  - Food Processing
  - Business Development
  - Tourism Infrastructure
- Future Growth calls for Tourism Co-operation and Broadband are currently under consideration.
- Countryside Productivity grants are likely to follow later in 2017.

## How are the funds managed?

- The Rural Payments Agency (RPA) delivers the grants, working with European Structural and Investment Fund (ESIF) Sub-Committees in Local Enterprise Partnerships (LEP) areas.
- RPA's role is to assess applications for grants, with advice from the ESIF sub-committees.
- Local Enterprise Partnerships (LEPs) are partnerships between public bodies and businesses. Their role is to decide local priorities for the grants – where money should be directed to give the most benefit locally.
- The grant process is competitive. When you apply for a grant, you're competing with other applicants in your LEP area. RPA assesses all applications to see how well they fit the priorities for funding and which projects provide best value for taxpayers' money.

### **Lessons Learnt From Previous Calls**

- Previous calls for projects applications were launched in the summer 2015.
- The numbers of applications received was lower than we would have liked.
- Wide ranging review has resulted in a number changes to deliver better quality applications (further details in remainder of the presentation);
  - Simplified applicant information one handbook per subject area (rather than separate info for every LEP area)
  - Moved to longer application windows (12 months rather than 3 months), with larger associated budgets available.
  - Introduced a shorter (4 page) Expression or Interest (EoI) form rather than an outline application.
  - We will aim to provide a response to your EoI within 30 working days (6 weeks) from point of submission, including input from your local European Structural and Investment Fund (ESIF) Sub-Committee.

## **Overlapping LEP Areas**

- Some areas of the country are part of two LEPs, and may have two grant application calls available at the same time but with differing priorities/ support available.
- You can only apply for one source of Rural Development Programme for England funding per project.
- Therefore, you should apply to the LEP or LEADER (more later) call which
  has the 'best fit' between your project objectives and their identified local and
  national priorities.
- If we find that you have applied to the wrong LEP call at EoI stage, we can address this with you through the appraisal process.



# **Business Development, Food Processing and Tourism Infrastructure Calls**

#### Who can apply?

 Small rural businesses – new or existing. That includes farmers who want to diversify into nonagricultural activity.

#### Who can't apply?

- non-departmental public bodies or Crown bodies
- members of Producer Organisations under the Fresh Fruit and Vegetables Aid Scheme who have (or can apply) a grant for the same project through their operational programme document
- projects that are carried out only to meet a legal requirement

#### What are the grants for?

- To help rural businesses grow and create more jobs.
- Grant funding can help pay for (list of ineligible costs will be available in the handbook):
  - constructing or improving buildings
  - buying new equipment and machinery

#### How much money can you apply for?

Grants can cover up to 40% of eligible costs of a project. Typically, the minimum grant is £35,000 (minimum project size of £87,500) though this will vary in some LEP areas. State aid rules limit funding to €200,000, around £170,000

- Example 1 Investing in equipment. A small rural business that makes furniture will invest in 2 new machines. This will create 2 new full-time jobs. It also means the business can use new, high-precision techniques, and so will create higher quality products. This investment will open up new markets locally, nationally and overseas.
- Example 2 Farm diversification. A farm business plans to diversify by setting up a metal fabrication business. The business has made some gates and railings in the farm workshop, and has an agreement from a local building contractor to supply gates and railings for building developments. This will build on the skills already in the farm business, and the business will employ one new skilled person on a full-time basis.

National priorities for funding - Your project is more likely to get a grant if it achieves at least 2 of the following:

- Create jobs Creates new, higher-skilled or higher-paid jobs. Creates at least 1 FTE job for every £30,000 of grant funding.
- Grow your business Demonstrates a clear future plan to grow your business.
- Improve productivity through innovation Introduces new techniques, equipment or processes to a business to make it more productive.
- Open new product markets Helps your business sell goods or services to new customers or markets.
- Export Helps your business access export markets.

#### **Local Priorities for Funding**

#### Priority will be given to projects that show two or more of the following:

- Increase business productivity;
- Create higher skilled (Level 4 or above) and/or higher paid (above £24,700) full time equivalent (FTE) jobs;
- Create new resilient and ambitious businesses with evidenced future growth potential
- Bring to the market new or improved products services;
- Implement new processes, techniques or technologies to the applicant business
- Allow entry to new markets, including export markets;
- Support may be available to projects creating buildings for rent or lease. But only
  where there is clear evidence of need and demand. This includes projects such as
  offices, workshops, and factories.

Minimum grant: £35,000

Maximum grant: **€200,000, approximately £170,000** 

Total call value: £2,784,740

#### Who can apply?

Food and drink businesses that process agricultural and horticultural products.

#### Who can't apply?

The following are not eligible for the grants:

- non-departmental public bodies or Crown bodies
- members of Producer Organisations under the Fresh Fruit and Vegetables Aid Scheme who have (or can get) a grant for the same project through their operational programme document
- projects that are carried out only to meet a legal requirement

#### What are the grants for?

- To help businesses grow and create new jobs.
- Grant funding can help pay for (list of ineligible costs will be available in the handbook):
  - constructing or improving buildings
  - buying new equipment and machinery

#### How much money can you apply for?

- A minimum of £35,000, though this will vary in some LEP areas.
- Intervention dependent on nature of activity, for example primary agricultural production (annex 1) in and out of process could be eligible for up to 40%.

**Example 1 - Meat processing.** A slaughtering and processing business wants to expand its meat cutting and packing facilities. This will allow it to meet new orders from both the domestic and export markets for products with local provenance. The business will produce ready to-cook consumer packs, including whole cuts, mince and sausage. No other products and no further processing will take place. The business will form a group of local farmers to supply the new orders – some of these already supply the business, some are new suppliers. These suppliers will be paid an additional 10p per kg deadweight over the normal purchase price paid by the applicant business.

**Example 2 - Milk processing.** A group of farmers are setting up a business to create a new milk processing facility. The farmers are working with a regional retailer that is committed to developing local supply chains for the dairy products sold in their stores. The new milk processing business has secured a rolling 5-year deal for supply based on the cost of production and has identified opportunities for production of yoghurt in future years.

National priorities for funding – Your project is more likely to get a grant if it achieves at least 2 of these;

- Create jobs Creates at least 1 FTE job for every £30,000 of grant funding.
- Grow your business Increases the turnover and profitability of a business.
- Benefit the supply chain Provides direct benefits to the farmers and growers who supply the raw materials, particularly local farmers and growers.
- Access new markets Helps you sell more products locally, nationally and through exports.
- Show innovation Introduces new techniques, equipment or processes to a business
- Create joint ventures and partnerships Creates new and useful links between businesses – for example between growers and processors.

#### **Local Priorities for Funding**

#### **Projects that:**

- increase business productivity
- create jobs that are higher skilled Level 4 or above and are higher paid above £24,700 per annum for a full time equivalent
- create new resilient food processing businesses with evidenced future growth potential
- create new or improved products
- adopt new techniques and processes
- access new markets, including export markets
- align with the Food Enterprise Zone at the Bath and West Showground in Shepton Mallet and/or other recognised local food clusters / assets (such as Holsworthy), as outlined in the 'Agricultural Sciences' chapter of the Heart of the South West Smart Specialisation Approach and the Dartmoor and Exmoor Economic Prospectus

Minimum grant: £35,000

Maximum grant: **No maximum grant amount** 

Total call value: **£7,540,000** 

#### Who can apply?

- If the project is commercial and will make a profit, only small businesses and farmers who
  want to diversify can apply.
- If the project won't make a profit, a wide range of organisations can apply (including public bodies and charities).
- Who can't apply
- Crown bodies
- Projects that are carried out only to meet a legal requirement

#### What are the grants for?

The grants will help fund the costs of capital expenditure on tourism infrastructure. The aim
is to support projects that will encourage more tourists to come, to stay longer and to spend
more money in rural areas.

#### How much money can you apply for?

- Normally, a minimum of £35,000 though this will vary by LEP.
- Maximum grant rate for commercial projects will be 40%. Higher levels of support available for semi-commercial (80%) and not-for-profit (100%) activity.

- Example 1 Capital investment in visitor attractions. A business is building a new visitor attraction for families. This will add to the range of attractions already in the area. It will make the area more attractive to tourists and increase the number of visitors. Because the new visitor attraction is all-weather, it will help extend the tourist season in the area which means other tourism businesses, like restaurants and accommodation providers, will also benefit.
- Example 2 Building new access infrastructure. The local district council is investing in paths to connect up a number of existing footpaths, cycle ways and bridleways. This will create a network of easily accessible circular routes of between 4 and 15 miles, which will make the area more attractive for walking and cycling.
- Example 3 Extending a local museum. A local heritage museum (which is free to enter) wants to build a second viewing gallery, so it can display more of its collection. The new gallery will include a small area for a cafe. The new gallery and cafe mean that visitors will stay longer at the museum.

#### **National priorities for funding**

Your project is more likely to get a grant if it achieves at least 2 of these;

- Create jobs Creates at least 1 FTE job for every £30,000 of grant funding.
   Creates skilled jobs.
- Extend the tourism season Attracts tourists outside the usual period of May to October
- Develop tourist attractions and infrastructure Creates or develops tourist attractions and infrastructure to increase the range of attractions available locally, encourage tourists to stay longer and increase their spend.
- Collaborate Encourages collaboration and links between local tourism businesses.

#### **Local Priorities for Funding**

#### **Projects that:**

- Priority will be given projects that show two or more of the following:
- deliver new or enhanced high-quality visitor attractions and experiences
- extend the visitor season between October and March
- attract higher-spending visitors
- create new tourism businesses with evidenced future growth potential and ambition, in particular
- those that can show they are resilient to economic and environmental changes
- fit with the local tourism strategy and relevant destination management plan see link below
- New or expanded visitor accommodation is not a priority for this call. These projects and will only be supported where there is clear unmet market need and demand.

Minimum grant: £35,000

Maximum grant: Commercial projects - €200,000, approximately £170,000

Other projects – no maximum, subject to state aid rules

Total call value: £2,088,555

### **LEADER Funding**

- Another avenue for securing RDPE funding support is through LEADER.
- LEADER funding is delivered through 79 Local Action Groups (LAG) across England, supported by an accountable body, providing grants to enable jobs and Growth.
- LEADER funding is available for similar types of activity, but often offer support at a lower threshold grants can be available from £2,500 upwards.
- You can **not** apply to LEADER and Growth funding for the same project.
- In developing your project, it may be worth considering which fund is more appropriate for you (depending on the scale and type of activity) and the LEP minimum grant thresholds in your area.
- https://www.gov.uk/guidance/rural-development-programme-for-england-leaderfunding



# **Application Process**

**Angela Quinn, Area Manager Rural Payments Agency** 

# Applying for Growth grant

#### Growth programme: Supporting a thriving rural economy

#### Got an idea? Make a plan

Every successful application starts with a good idea and a clear plan for how to make that idea a reality.





#### 2 Read the handbook

Read the grant handbook to make sure you're definitely eligible and that there is funding available in your local area.



#### **Express an interest**

Fill in an expression of interest (EOI) form and email it to RPA. Tell us about your project and how a grant will make it bigger and better.



#### 4

#### Apply in full

If your EOI is accepted, you can make a full application. If this is successful, you'll get a funding agreement to sign.



#### Get to work

With your funding agreement signed, you can start work on your project.





### 6 Claim your money

After you've finished the work, you can claim your money.

### What we look for at Expression of Interest stage?

- Eol stage intended to give you a relatively quick view on whether your proposed project;
  - is eligible for RDPE funding
  - if it 'fits' with local priorities for grant support.
- Circa 4 page form seeking key information.
- RPA will aim to provide an outcome 30 working days (circa 6 weeks) after submission, including seeking a view on 'strategic fit' from your local European Structural and Investment Fund (ESIF) Sub-Committee.
- Eol application forms and handbook guidance will be available from the following website: <a href="https://www.gov.uk/government/publications/rdpe-growth-programme">https://www.gov.uk/government/publications/rdpe-growth-programme</a>
- Completed EoIs should be e-mailed to: growthapps@rpa.gsi.gov.uk

### What we look for at Full application stage?

- If invited to the next stage, a full business case is required for the RPA to make a funding decision on your project.
- Full application stage remains competitive although your EoI was successful it is no guarantee your full application will be funded.
- We will agree a submission date with you, but given the limited time available to commit the funds, you should aim to submit your application as soon as possible.
- It can take a number of months (average of 3 months) to pull together your application.
   You will be given a specific RPA point of contact to support you.
- At this point, it is expected that a project would have received;
  - All required approvals (such <u>as planning permission</u>),
  - Secured match funding,
  - Can evidence the case for need/ demand, and
  - Demonstrate value for money against costs (such as providing three like for like quotes for each area of expenditure).

### What we look for at Full application stage?

Strategic Fit	How well the project meets the <u>national</u> as well as the local priorities for funding. How the project will impact on the environment. That the project does not disadvantage anybody in terms of ethnicity, disability, age or gender.
Value for Money	How the project costs represent value for money i.e.in terms of outputs/outcomes The amount of grant required to deliver the outcomes and outputs (E.g. Cost per Job).  What difference grant funding will make compared to what would happen without grant funding.
Need and Demand	Why grant funding is required for the project. A clearly identified market need for the project. The impact the project has on other businesses.
Financial Viability	How the project impacts on your existing business operations How you will fund the project until the grant can be claimed. How the business will benefit from the project financially.
Deliverability and sustainability	Whether the project will be delivered within budget and on time. That the right skills and resources are in place to deliver the project successfully. How the project outputs and other benefits will be monitored and recorded. That risks to project delivery have been identified and how they will be mitigated.

### Ineligible costs (see also list in handbook)

#### Some examples:

- Costs of refurbishment and simple like-for-like replacement of buildings, machinery or equipment
- Leasing contract costs like lessor's margin, interest refinancing costs, overheads and insurance charges
- Costs of computers, software or printers used in general running the business (e.g. accounts or processing orders)
- Salaries or running costs
- Developing or setting up agricultural businesses
- Costs of marketing and promotion
- Contributions in kind

# Projects that will not be supported

- Projects which displace existing activity in the rural area
- Where the project is to relocate a business with no net increase in economic activity or jobs;
- Where there is no demonstrable plan to increase productivity as a result of the investment
- Where the project only creates a small number of low productivity jobs and such jobs are not needed in the area
- Projects that have incurred costs before they have received a decision and grant funding agreement

## **Top Tips**

- Jobs & Growth whole purpose of the Growth programme is to create jobs and economic growth across rural areas, so tell us how your project will do this.
- Sell us your idea explain clearly what your project does and how it will benefit the
  economy. It is a competitive process.
- Don't ask for full amount if you don't need it we will assess your application on a
  competitive basis ensuring it represents value for money for the public purse. You
  should only apply for the amount you need to for the project to proceed.
- Show us what the grant funding means to your project why is it critical you
  receive public money to enable it to happen.
- Do the market research you have to be able to evidence that there is a real need/ demand for what you want to do.

#### **Further info**

 All information (including the handbook for each call and EoI application form) will be available on the .gov.uk website: <a href="https://www.gov.uk/government/publications/rdpe-growth-programme">https://www.gov.uk/government/publications/rdpe-growth-programme</a>

 Please also contact the RPA if you would like to discuss your project/ would like any further advice

Rural Payments helpline: 03000 200 301

Email: <u>GPEnquiries@rpa.gsi.gov.uk</u>

Completed EoIs should be e-mailed to: <a href="mailedto:growthapps@rpa.gsi.gov.uk">growthapps@rpa.gsi.gov.uk</a>

# Questions and Answers Panel





# Break







### RDPE Growth Programme Briefing

David Hynd, Programme and Partnership Manager www.heartofswgrowthhub.co.uk





### Heart of the SW Growth Hub



#### **Growth Hub is...**

- Free, impartial business enquiry service
- Advisers on hand to talk to you
- Workshops with delivery partners
- Factsheets on business topics
- Dedicated business support website



- ✓ A single point of access for businesses support
- ✓ Introduce you to grants, advice, events
- ✓ Extensive knowledge resources and a dedicated website

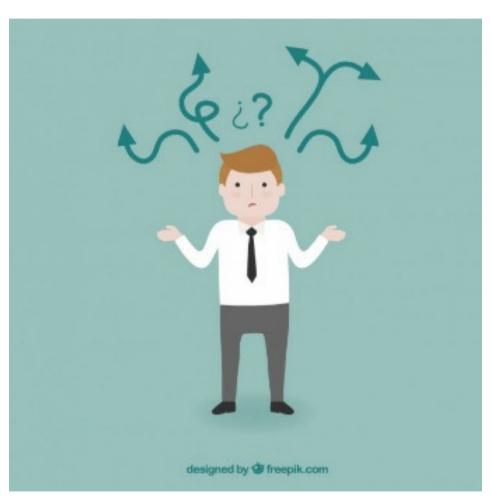






### Business support confusion











### Heart of the SW Growth Hub





#### **Growth Hub is...**

- Making referrals to over 40 business support schemes
- Signposting to 200 sources of support and guidance

1,800 business engaged since our launch in March 2016

We have introduced 350 businesses to specific schemes to meet their needs

Our website shows all business schemes & lists free or subsidised events

97% of respondents gave a rating of Very likely or Likely to recommend







### Success Story – Sweet Cumin

#### Bini Ludlow - Sweet Cumin

- Cookery school teaching Indian and traditional Gujarati cooking
- Diversified into frozen prepared meals
- Contacted us for help to expand the business nationally



- ✓ Adviser Laura Daniel worked to understand the business needs
- √ 1 to 1 business advice provided via our Growth Support Service
- ✓ Introduced to Local manufacturing Advisory Programme

"It's easy to get overwhelmed by all the business advice and support out there. The Growth Hub offers free support, and because it's impartial it can help me concentrate on the right support for me and my business."







### Support & Grants to Grow My Business



# **Local Manufacturing Advisory Programme**

- For established manufacturing SMEs
- A free business review
- Small grants for advice & capital investment



Department for International Trade

- Identify & exploit export opportunities
- Experienced International Trade Advisers
- Access to market research & information

### Innovate2Succeed

- For ambitious companies
- Tailored support & innovation tool
- Innovation Specialists







### Support & Grants to Grow My Business



#### What other support is out there?

Growth Hub Factsheets & Guidance

- Writing a Business Plan
- How to forecast cash flow
- A Guide to Planning Permission

**Local Authorities** 

Planning, Regulations & Permissions advice, BBfA & Trading Standards, Business support pages, inward investment, events

Gov.UK

Tools and guidance for business. Generic & sector specific information, how to guides, support finder



- Government backed Loan, not a grant!
- Borrow between £500 £25,000
- Fixed 6% interest rate







### Support & Grants to Grow My Business



#### A few tips when seeking grants...

- Grants tend to be specific and, increasingly, highly targeted
- For Business, for Communities, for People
- Who you are, where you are & what you want grant for make a difference

Check eligibility to avoid wasting your time & resources on applying

Grant availability comes and goes – you may not be in a position to wait

Have you got a Business Plan?

Is your business proposition viable? Prove it. Sales / costs / cash-flow Be clear on your business goals & how you meet the grant criteria







### Get In Touch, Stay Updated



- ☐ Telephone 03456 047 047
- ☐ Email info@heartofswgrowthhub.co.uk
- ☐ Website www.heartofswgrowthhub.co.uk

David.Hynd@heartofswgrowthhub.co.uk







# GROWTH HUB Questions and Answers





# **Break Out Groups**

Groups for thematic Q & As / discussion:

- Tourism 1 & 2 Hillersdon Room
- Business Development 1 Langford Room
- Business Development 2 Colebrook Room
- Food Processing Westcott Room

Attendee list details your breakout group choice





# Next Steps

 The slides will be on the LEP's website www.heartofswlep.co.uk

- Do you have a project / check your eligibility
- Read the rules and decide to apply or not
- Other support speak with Growth Hub & others





# Other funding - ERDF

- 17<sup>th</sup> March launched, application deadline13<sup>th</sup> May 17
- •Enterprise Coaching £2M Transition Area
- •Opening New Market Opportunities £1.45M (both areas)
- •Inward Investment £1.35M (both areas)

Jan 2017 / rolling calls

- •£2M enterprise & incubation space Transition Area
- •£5M to support the shift to a low carbon economy (both)

SW.ERDFenquiries@communities.gsi.gov.uk

EVENT ON 30<sup>TH</sup> MARCH - BOOK ON EVENTBRITE





### Close

- Please complete and hand in your evaluation form (in delegate pack)
- Return your badge
- Check out sources of further information (delegate pack)

Thank you for attending, we hope it was helpful and have a safe journey



