

REPUBLIC BOYS REPUBLIC CONTROL OF THE PUBLIC CONTROL OF THE PUBLIC

Baseball Great Don Baylor is 2015 Honorary Della Robbia[®] Chair

Chino Hills, California: Meaningful wreath production teaches teenagers responsibility and strong work ethic.

As Christmas quickly approaches so do the yuletide traditions we enjoy every year. The excitement of opening Christmas presents is best captured by another tradition: Santa's Workshop. This magical workshop has enticed children for centuries with the promise of presents brought by Santa himself. But before the toys and goodies can arrive, Santa's elves must build each gift from scratch in the workshop. Their months of merry labor, though, are all but forgotten by children once they unwrap their presents on Christmas day.

The Della Robbia wreath program—housed in Boys Republic's own workshop—serves a different purpose. Weath production first and foremost teaches teenagers the value of honest labor. The Della Robbia program has provided disadvantaged students with critical work experience since 1923. Teens every year since have fashioned evergreen rings with thick cone clusters, fresh apples and lemons and shipped them to people nationwide and abroad. And while wreath customers anticipate opening each fragrant wreath that hails the holidays, they know that they've supported crucial vocational training for neglected students.

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FESTIVE FACTORY: The workshop, known on campus as the pod barn, partitions the room into distinct work stations. Here, students and adults assemble, package, and ship about 3,000 wreaths a day.

The Della Robbia Wreath Workshop

Students work year-round preparing festive Della Robbia wreaths for the holiday season. Late winter and summer months find teens collecting seed pods in fields and forests under adult supervision. All year the teens sort, clean and drill native and exotic cones for stringing onto wreaths. Preparation is constant, but wreath production truly surges the day after Thanksgiving.

Boys Republic's main campus pod barn bursts with continual activity in the days counting down to the holidays. Packed with students, staff, and adults working in a seemingly haphazard way, the

pod barn is actually divided into organized work stations. Teens perched on stools sort boxes of pods and cones for drilling, while wooden booths hold lemons and apples for students and seasonal workers to fasten onto greenery. In the factory's corner, more students hoist assembled wreaths onto conveyor belt hooks. The conveyor belt coils around boys sweeping the floor and students retrieving more greenery into the adjacent shipping room. There, students carefully box wreaths and slide them down another conveyor to teens stacking the boxes into delivery trucks.

Workshop production provides a first job for many Boys Republic teens lacking responsible work skills. Students learn employable habits like reporting to their shifts on time, following the supervisor's instructions, and handling wreaths and factory equipment with care. To make and ship 3,000 wreaths per day, teens must work together on the task at hand. They leave wreath production with a warehouse work certificate, but more importantly, with experiencing the challenges and rewards of adult responsibility. Della Robbia wreaths aren't just fragrant seasonal gifts but the means of self-esteem that comes from earning part of one's own way.

Don Baylor

Boys Republic's distinctive wreaths have gained international fame in part because prominent Americans have sponsored them. This year, baseball player Don Baylor joins the tradition of notable Wreath Chairmen who have promoted the work experience program.

Don Baylor played an impressive 19 seasons in the American League, in which he was an outfielder, first baseman and designated hitter.







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Teams Mr. Baylor lent his talent to include the Baltimore Orioles, California Angels, New York Yankees, Minnesota Twins, and the Boston Red Sox. Mr. Baylor was the American League Most Valuable player and "The Sporting News" player of the Year (1979), a member of the American League All Star team (1979), and winner of the American League Designated Hitter of the Year Award (1986) and the Roberto Clemente Award (1985). His career totals tally 338 home runs — including 13 grand slams — 285 stolen bases, and seven American League Championship Series.

Following his playing career, Mr. Baylor was the hitting coach for the Milwaukee Brewers, Colorado Rockies, Atlanta Braves, and Seattle Mariners. He's also served as a team manager and a baseball analyst on the Mid Atlantic Sports Network. Mr. Baylor has mostly recently been the hitting coach for the Los Angeles Angels.

Off the field, Mr. Baylor has hosted the 65 Roses Golf Tournament in Southern California since 1978. The annual event raises funds to find a cure for Cystic Fibrosis and has exceeded \$5 million to date. Mr. Baylor also established the original 65 Roses Sports Club, a fundraising group that generates significant support for life-saving medical programs. Since its 1979 founding, the 65



EARNING HIS WAY: A student fastens a ring of pods and cones onto a wreath. Each work shift teaches him how to cooperate with fellow workers, accept corrections and direction from a supervisor and maintain a steady workpace.

Roses Sports Club has expanded to every major league team. The NFL, NBA and NHL now have similar charitable clubs.



Origins of the Della Robbia Wreath

While visiting Europe, Margaret Fowler came across an original Della Robbia ceramic. Mrs. Fowler was inspired by its unique fruit and flower border, so she brought the idea home with her in 1923. Thus began the "Della Robbia" wreath program. A Boys Republic founder, Mrs. Fowler started the wreath program as a craft project to teach children the value of honest labor.

The artistry of Della Robbia wreaths the young students continue to make and sell is indebted to the Della Robbia family. The Florentine family owned their own studio in the 15th and 16th centuries and created primarily enameled terra cotta sculptures.

Andrea Della Robbia's 500 year-old terra cotta shrine is pictured at left. It depicts the Madonna and child encircled by the motif that inspired Mrs. Fowler's Della Robbia wreath design.

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Seeing History at the Norton Simon

"What do you see?" the docent asks, pointing to a bold canvas. "A lot of triangles," Brandon squints. "And weird writing," Gilbert volunteers. "Good," the docent replies. "The title is *The Traveler*. Do you see a traveler?" Previously quiet students speak up. "Yeah. In the center! There's a face," Ricky exclaims. "Where? I don't see it." "It's a woman there, see? There's her face and nose." "Oh . . . is that a feather hat? I see pearls! She's dressed well for traveling, huh?"

As the Boys Republic students pieced together the panels of the Cubist painting, they began to understand Popova's artwork. The painting was among the original art the students saw at the Norton Simon Museum. The September 23 visit, organized by teachers Sandra Diaz and Stacy Gorgone, encouraged students to connect European history with the visual arts.

Teens closely observed and actively engaged with art, from Cagnacci's *Martha Rebuking Mary for her Vanity* to Van Gogh's *The Mulberry Tree*. And with each painting, teens could actually see changing historical values and customs on the walls.





CULTURAL ENRICHMENT: Students observe a painting in the 19th Century European Art section of Pasadena's Norton Simon Museum. The visit exposed disadvantaged students to how others have experienced the world and opened new ways for them to experience their own through creative and critical thought.

Students Put Good Habits into Play

Benjamin Franklin said, "The Game of Chess is not merely an idle amusement; several valuable qualities of the mind . . . are to be acquired and strengthened by it, so as to become habits ready on all occasions."

Tell that to the Boys Republic students playing the game over summer break. Several eager students competed in a chess tournament on August 25. As each boy strategized his next move, he may not have known the "qualities of mind" he was cultivating.

Qualities, Franklin identified, as foresight, which William practices as he lifts his hand off his pawn, sensing his opponent's strategy to isolate it. And circumspection, apparent when Joey scans each piece on the board. Caution also motivates Corey's long pauses before each of his turns.

The teens practice the same qualities during

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Students Earn \$35,850 in Awards at 108th Annual Ceremony

On September 24, Boys Republic held its 108th Annual Awards Ceremony. Students, staff, local officials, and parents gathered in the school's chapel to honor selected students. Selected girls and boys received financial recognition for outstanding scholastic or leadership success, or overall program achievement at Boys Republic.

While traditional schools offer educational scholarships almost exclusively, Boys Republic awards deserving students with scholarships they can use to meet various immediate or long-term goals. Awarded funds can help further a student's education, but just as often they may help a graduate earn his or her way in the community. Funds may become a deposit on an apartment for a graduate with no family to return home to, or they can buy food, training, tools, or appropriate clothing to help an alumnus qualify for a job.

Among the awards presented at the ceremony were:

- Fowler Merle-Smith Family Scholarship of \$1,000 to Veronica Sanchez;
- Frank and Marianne Graves Scholarship of \$1,000 to Randy Villegas; \$750 each to Michael Salgado, Brianna Smith, Raymond Aguinaga, Anthony Romero, Juan Uroza, and Luigi Soria;
- Delight Groves Scholarship of \$750 to Raymond Aguinaga
- Mark M. Davids Leadership Award of \$200 to Hasaan Hunter;
- Everett and Jane Houser Scholarship of \$1,000 each to Edwin Avilas and Ravon Johnson;
- Steve McQueen Scholarship of \$1,000 to Adrian Giron;
- Neile McQueen Scholarship of \$1,000 to Jorge Cervantes:
- Terry McQueen Scholarship of \$1,000 to Antonio Martinez;
- Carmen Combs Scholarship of \$1,500 each to Ismael Parker and Alex Ortiz;



KEYNOTE SPEAKER, Roberto Viramontes, addresses the audience at the 2015 Annual Awards Ceremony. Mr. Viramontes is the District Director of Children and Family Services for Los Angeles County Supervisor Hilda Solis. His experience working with children overcoming distressing circumstances informed his sincere speech.

- Don and Carol Bremer Endowed Aftercare Assistance Award of \$1,000 to Chris Sanchez;
- Ed Korbel Scholarship of \$1,000 to Austin Parks
- Max L. Scott Scholarship of \$1,500 each to Martin Saldivar and Brian Coulter
- Joan C. Toomey Scholarship of \$1,000 to Chris Chambers:
- Klein Family Scholarship of \$1,000 to Edwin Cruz-Garcia;
- Elizabeth Winkler Memorial Scholarship of \$1,000 to Miguel Nava;
- Paul and Mary Ganobcik "Nothing Without Labor" Scholarship of \$1,000 to Chad Young;
- Dane Dixon Scholarship of \$1,000 to Jose Lopez;
- Friends of Steve McQueen Car Show Scholarship/Bruce Oliver Memorial of \$1,000 to Ivor Poyedis;
- Pasadena Auxiliary Past Presidents Scholarship of \$1,000 to Kimberly Cervantes;

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Boys Republic Welcomes New Volunteer Leadership to Board of Directors



Claudia Parker

Famed law firm Gibson, Dunn and Crutcher represented Boys Republic during three of its major land sales. As a lawyer for the firm, Claudia Parker played a key role in negotiating and monitoring each real estate contract for Boys Republic. Ms. Parker's legal expertise, attention to detail and investment in Boys Republic makes her an asset to the Board of Directors.

Ms. Parker began practicing law in 1985, the year she graduated from Southern Methodist University Dedman School of Law. Her private practice, Parker Law Group, specializes in transactional real estate, finance, and technology. Ms. Parker's clients include multi-national businesses that are publicly-traded and privately held, as well as non-profit public benefit and religious corporations.

Ms. Parker is a black belt in Shaolin Kempo and enjoys practicing the martial arts style. Whenever she can, she visits the beach. Ms. Parker is an avid reader of historical fiction and viewer of good classic movies.



David Pangle

David Pangle brings to the Board of Directors his strong leadership skills and a genuine desire to serve others — qualities he learned as a Boys Republic student.

The Boys Republic alumnus has worked for the City of Anaheim's Department of Public Works in Street Maintenance since 2005. For almost as long, Mr. Pangle has served on the Anaheim Employees Union board. As Vice President, he volunteers his time negotiating salaries and benefits on behalf of his fellow city workers.

Mr. Pangle recently helped publicize Boys Republic's largest self-help program: the annual Della Robbia wreath campaign. At his request, the Orange County Employees Association, which represents the Anaheim Employees Union, featured BR's wreath program in its latest newsletter. The newsletter is sent to 10,000 Orange County residents.

David and his wife Deedee have three children: Ally, David and Moses. Every Monday is family game night, and weekends are spent on outings like visiting theme parks.

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Memorials Honor Special People, Events Through the Lives of Children

A memorial contribution to Boys Republic and Girls Republic is a meaningful way to honor a special person, a special event or the memory of a friend or loved one. Your gift will reap a second benefit as well by contributing directly to the programs of Boys and Girls Republic. In this way, the honor paid the designee will live on perpetually in the lives of the deserving young people you have helped.

The following are memorial and commemorative contributions made from August 11, 2015 through October 16, 2015.

Donor / In Memory of:

Mr. & Mrs. Chris Burns / Beverly Batterson

Ms. Keiko Kashiwagi / Beverly Batterson

Mary E. Steinberg / Beverly Batterson

Mr. & Mrs. Chris Burns / Bob Bell

Ms. Shirley A. McLaughlin / Bob Bell

Mr. & Mrs. Mark Waitsman / Bob Bell

Ms. Linda Newby Smith / Jennifer Smith Cowen

Mr. & Mrs. Les Esposito / Dr. Vincent Esposito

Mr. & Mrs. Thomas G. Tupman / Betty Giannini

Mr. & Mrs. Richard Hernandez / Richard Hernandez, Jr.

Ms. Holly E. Chabre / Elizabeth Hoffine

Mr. Daniel Clark / Steve McOueen

Mrs. Robin Merandi / Roy Nilsson

Ms. Rosi Partida /

Joe E. Partida, Jr.

Mr. & Mrs. Craig Johnson /
Dee Perkins

Mr. & Mrs. Chris Burns / Dee Perkins

Mr. & Mrs. Robert E. Wilson / William F. Piper

Mrs. Carol Size / Robert Size

Mr. & Mrs. Chris Burns / Robert Size

Donor / In Honor of:

Mr. & Mrs. Chris Burns / Brad Boyle

Mr. & Mrs. Chris Burns / Peter Dunkel

Mr. & Mrs. Chris Burns / Ron Harris

Mr. & Mrs. Chris Burns / Chad McQueen

Ms. Patricia P. Whitney / Vilma Kennedy Pallette

Mr. & Mrs. Chris Burns / Max Scott

Mr. & Mrs. Chris Burns / Jeff Seymour

Mr. & Mrs. Chris Burns / Dennis Slattery

Mr. & Mrs. Chris Burns /
John Watkins

Chess Players Learn Positive Values

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chess that they develop daily on campus. Anticipating an opponent's strategy certainly helps students win games, but it also guides them as they decide appropriate behavior for group activities, whether it's for a cafeteria lunch or an off-campus hike. Careful observation, too, is encouraged in daily group counseling. In groups, students are responsible for closely watching their peers so they can give them feedback on their behavior. Giving feedback, in turn, helps each boy begin to practice caution as he starts taking his own advice.

Often the same students excited to play may not show the same energy before a group meeting or one-on-one discussion. But that doesn't mean the students aren't thriving as they learn new habits. Just as they help their opponents read through game rules and shake hands after they've lost five games in a row, the young players flourish as they put new habits into practice.

Boys Republic Report

Boys Republic Report is published three times yearly by Boys Republic, 1907 Boys Republic Drive, Chino Hills, CA 91709. (909) 628-1217.

Boys Republic and Girls Republic are private, non-profit, non-sectarian agencies helping troubled children aged 13 to 18. Rules for acceptance and participation in these programs are the same for everyone without regard for race, color, national origin, age, sex or handicap.

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Chino, CA

Students Reap Rich Harvest at 2015 Annual Awards Ceremony

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- Boys Republic Employees Scholarship of \$2,200 to Sasha Engleton;
- Virginia Pease Hunt Scholarship of \$2,500 to Hasaan Hunter;
- Debbie Montano Memorial Scholarship of \$1,500 to Adrian Cuesta;
- Boys Republic Board of Directors/Advisory
 Board Scholarship of \$1,500 to Ryan Kevorkian;
- Certificates of Scholarship Eligibility awarded to Ruben Escobedo, Alex Guerrero, Juan Mendoza, Jose Nunez, Samuel Perez, Damien Reyes, Nicole Dunn, Johnnay Tillman, Kevin Bulgara, Robert Orona, Francisco Alvarez, Andrew Simmons, Julian Segura;
- Cal State University Sigma Chi Scholarship of \$700 to Chris Chambers;
- Rams Head Award was presented to employee Frank Corpus



PROUD PARENT: Adrian Cuesta, Sr. discusses the improvements his son made at Boys Republic. Mr. Cuesta's son Adrian earned an award for outstanding leadership.

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Della Robbia News

OFFICIAL NEWSLETTER OF THE BOYS REPUBLIC DELLA ROBBIA WREATH PROGRAM

Historic Wreath Program Will Again Help BR Teens Earn Their Own Way

When the first Della Robbia Christmas wreath of 2015 travels by conveyor from the handassembly area to the shipping dock in the Boys Republic wreath barn late this November, it will signal the beginning of the 92nd season of one of the oldest and largest self-help enterprises undertaken by any child-care program in the nation. It is an enterprise as rich in history and tradition as it is essential to the school's work with hundreds of

troubled teens every year.

As they have every year since 1923, the students of Boys Republic will greet the holidays with the crackle of dried pine cones and seed

pods, the scent of fresh California

evergreen foliage and the sight of piles of greenery, boxes of fresh apples and lemons and stacks of

shipping cartons.

Della Robbias come in two sizes. A 22-inch diameter wreath sells for \$49.95 complete with applicable taxes, shipping and handling. A 28-inch diameter wreath is priced at \$69.95, taxes, shipping and handling included. Wreaths can be bought by check, money order, Master Card, Visa, Discover, or American Express Card.

Last-minute orders can be placed by telephone at 1-(800) 833-7769. Wreaths can

also be ordered using the enclosed form. The completed form can be faxed to (909) 628-9688 or mailed to Boys Republic at 1907 Boys Republic Drive, Chino Hills, CA 91709.

Della Robbia wreaths can also be ordered by computer, using the Internet. Orders can be placed via Boys Republic's home page at: www.boysrepublic.org.



Early ordering is encouraged.

If past years' experience again holds true this season, every wreath the students and their adult helpers can assemble from the stores of pine cones and pods will be

December and late orders will have to be returned unfilled.

purchased by mid-

Originally created as a work-experience vehicle for students in residence, over the years the Boys

Republic Della

Republic Della
Robbia wreath
campaign became as
well a supplemental
source of funds for the

agency's non-profit programs of counseling and education. It continues to serve that dual

(Please turn to back page of this special section)

Distinctive Della Robbia Wreaths Are Natural Symbols of the Holiday Season

They have been called "the very image of holiday celebrating" and "Christmas cheer in a box." They are Boys Republic's world-famous Della Robbia Christmas wreaths, distinctive, all-natural decorations that have been an important part of Christmas to families throughout the nation and elsewhere for 92

Hefty rings of fresh California evergreen boughs encrusted with pine cones, seed pods and burrs and

then highlighted with fresh apples and lemons, Della Robbia wreaths look and smell like Christmas, itself.

Because of the fresh materials they contain, the final hand-assembly, packaging and shipment of the finished wreaths is limited to a period of only a few weeks at the start of the holiday season. Yet each Della Robbia wreath represents a full year of effort by Boys Republic and Girls Republic students and

(Please turn to back page of this special section)

Anatomy of a Della Robbia

PINE CONES

Cones from a variety of pine and fir trees are used in every wreath, some gathered at altitudes of up to 10,000 feet in the Sierra Nevada Mountains.

COTTON BURR

These delicate star-shaped pods are gleaned from the fields of the San Joaquin Valley after the cotton crop has been picked.

EVERGREEN BOUGHS

Supple noble fir evergreens are harvested fresh in the forests Oregon and Washington. No trees are harmed in the pruning process.

LIQUIDAMBAR

A member of the witch hazel family, liquidambar trees grow in great profusion throughout Southern California. These spiny seed casings are gathered early in the year.

PLUMOSUM

Named for their feather-like plumes, these novel cones are native to Israel and South Africa.

WINESAP APPLES & FRESH LEMONS

Hand-rubbed in alcohol and then lacquered to keep them colorful and plump.

> Note: The number, selection and placement of cones and seedpods upon the Della Robbia Wreath may vary each year, depending upon the availability of these natural materials.

LOTUS POD

This distinctive water lily seed casing with many of the seeds still

BOTTLE TREE POD

This pod is from a tree native to Australia and now grows in San Fernando Valley, California.



Phone, Fax, Modem or Mail In Your Last-Minute Wreath Orders

Phone: (800) 833-7769 Fax: (909) 628-9688

Internet: http://www.boysrepublic.org

Mail: Boys Republic, 1907 Boys Republic Dr., Chino Hills, CA 91709

WREATH ORDERING INSTRUCTIONS – PLEASE READ CAREFULLY

- 1. PLEASE FILL OUT FORM COMPLETELY, INCLUDE FULL ADDRESSES WITH ZIP CODES.
- 2. WREATH ORDERS ARE PROCESSED AND SHIPPED IN THE ORDER RECEIVED...
- 3. WREATHS SHIPPED TO ARIZONA CONTAIN NO FRUIT; HOWEVER, THEY INCLUDE ADDITIONAL PODS AND A RED BOW.
- 4. ONLY 22-INCH WREATHS WILL BE SHIPPED TO ADDRESSES OUTSIDE CONTINENTAL U.S. AND THEY GO UPS OR AIR PARCEL POST AT ADDITIONAL CUSTOMER EXPENSE.
- 5. NOTE: DELLA ROBBIA WREATHS CANNOT BE SHIPPED TO P.O. BOXES.
- 6. AVOID DUPLICATION. IF YOU TELEPHONE OR FAX YOUR ORDER, PLEASE DO NOT ALSO MAIL IT.

RED BOW.	6. AVOID DUPLICATION. IF YOU TELEPHONE OR FAX YOUR ORDER, PLEASE DO NOT ALSO MAIL IT.
WREATH SIZE (PRINT NAMES AND	SHIP TO: D FULL ADDRESSES INCLUDING ZIP CODES)
CREDIT CARD PURCHASES [] VISA []M/C [] DISCOVER []AMX Exp. Date:	WREATHS PRICES*
	22" WREATHS @ \$49.95, COMPLETE \$
Cardholder:	28" WREATHS @ \$69.95, COMPLETE \$
PERSONAL & BUSINESS CHECK PURCHASES Please make checks payable to Boys Republic	* PRICES INCLUDE APPLICABLE TAYES
SENDER INFORMATION	* PRICES INCLUDE APPLICABLE TAXES, SHIPPING, AND HANDLING.
Name:Address:City/State/Zip:	* Shipments outside of U.S. Continental limits must go Air Parcel Post or UPS at customer's expense.
Phone No:	·

Della Robbias Evoke Holiday Charm and Joy

(Continued from page 2 of "Della Robbia News")

the professional wreath staff that works with them.

Beginning each January, weekend work parties of boys and staff go into selected fields and orchards to collect numerous varieties of seed pods, nuts, cones and other natural, dried materials. Then during the

week, each sackful is sorted, cleaned, drilled and wired. The cones and pods are then wired together into decorative arrays and then stored in boxes and bins in an old gymnasium transformed into a wreath barn on the agency's Chino Hills campus.

Altogether, more than three million individual pods and cones from as many as a dozen varieties of trees and plants are collected, prepared and stored each year to await the holiday season.

Frita m

HAND-MADE: Boys Republic students produce fresh Della Robbia wreaths in a 13-day period following Thanksgiving each year — that's about 3,000 wreaths per day. But despite that large volume, the wreaths are made as they always have been made, carefully hand-tied, one at a time.

The distinctive design of the cone, pod and fruit-studded Della Robbia wreath was inspired by the ceramic wreath sculptures of the Della Robbia family of artisans in 16th century Florence, Italy. Margaret Fowler, a founder of Boys Republic, happened to see an original Della Robbia ceramic while vacationing in Europe in the early 1920's, just at a time when she was searching for a craft project that would teach the children in her care the value of honest labor. She brought the idea home with her and, in 1923, the first few dozen Della Robbia wreaths were made and sold door-to-door for \$2.50 each.

So successful was the project that the following year wreath production was increased to 107. It was increased again for the third year and again for the fourth. Wreath sales quickly grew to 500 per season, then 1,000, then 1,500.

In the early 1950's, Boys Republic Board of

Directors formalized the Della Robbia program, expanding it to serve as a key component in students' work experience activities and as a primary source of supplemental funding for the agency's non-profit operations. They converted an old, red brick

gymnasium on the main campus into a permanent wreath barn and installed an automated conveyer system to speed the wreaths from each hand-assembly stage to the next. By 1955, production had swelled to 30,000 wreaths per season.

Today, nearly
40,000 Della Robbias
are produced in a 13day period between
Thanksgiving and
mid-December each
year. But despite that
large volume, the
wreaths are made as
they have always been

made, carefully hand-tied, one at a time.

Each wreath is packaged and ready to ship within minutes of being completed. Most wreaths are shipped within 24 hours of manufacture. Those having to wait an extra day are stored in a cooler to keep them florist-fresh.

Historic Campaign Enters 92nd Season

(Continued from front page of "Della Robbia News")

purpose today, providing meaningful after-school and weekend work for hundreds of students a year and helping Boys Republic raise nearly one-quarter of its own annual operating budget. Proceeds from wreath sales and other self-help activities and donations represent a savings to taxpayers of nearly \$4 million a year.