

LANCASTER COUNTY VISITORS IMPROVEMENT FUND
GRANT REQUEST

Name of Organization: Lincoln Sports Foundation

Contact Person: Dan Lesoing

Address/City/State/Zip: Physical:
7600 N. 70th
Lincoln, NE 68517

Mailing:
PO Box 22608
Lincoln, NE 68542

Telephone: 402-429-0920

Fax: n/a

Email: dlesoing@gmail.com

<u>Organization Status:</u>	Non-Profit
<u>Applicant Government/Organization Federal ID #:</u>	45-0533389
<u>If tax exempt organization, designate IRS classification:</u>	501(c)3

Provide a detailed description of your exhibit/attraction:

The Lincoln Sports Foundation (LSF) has been involved in litigation regarding the property formerly named the Abbott Sports Complex for over a year. That litigation has been settled, with a draft of the settlement agreement available as of this submission. The legal settlement will be finalized by the presentation date. The settlement clarifies LSF's ownership of the property and right to operate the property as a sports complex. As part of the settlement agreement, LSF must re-name the facility and rebrand it, with complete removal of the Ethel S. Abbott name from the property no later than June 30, 2019. This is the impetus for our current proposal. We are requesting funds in two parts. First, we are requesting funding to remove and replace all signage as part of a rebranding and relaunch of the facility, and to expand signage to enhance visibility of the complex. Second, we are requesting funding to assist in immediately restoring several of the outdoor playing fields to competition level. This will immediately bring new users to the facility and enhance the economic impact of the complex to the city of Lincoln and Lancaster County. Please see the supporting letters in the Appendix from Capital Soccer Association and Team Extreme Soccer regarding their intended usage of the complex to expand CSA's existing spring tournament, with both organizations adding new summer/fall tournaments.

With the legal settlement in place, LSF is now in a place to do initiate long-overdue upgrades, repairs and renovations to increase regular complex usage and enhance our ability to host sporting events that will bring new visitors to Lincoln and Lancaster County. The location of the sports complex is ideal for attracting out of town visitors and guests for athletic events due to its proximity to I-80 and Highway 77. In addition, the complex has a long history of providing affordable space for sports clubs and groups of all demographics and economic means. We look forward to the opportunity to upgrade the facility and increase the usage to meet the needs of the community.

The complex is comprised of an Indoor Facility, the Championship Field and stadium, the Nebraska Tennis Center, and 19 outdoor grass playing surfaces.

The Indoor Facility contains 4 multi-functional areas that can accommodate a number of indoor athletic activities, including:

- volleyball (10 courts: 2 wood courts, 4 sport courts, 4 sport courts with neoshock underlayment)
- basketball (6 courts: 2 wood courts, 4 sport courts)
- futsal (3 fields on sport court surface)
- indoor soccer, rugby, lacrosse, and football (one 85ft x 175ft artificial turf field)
- roller derby (1 full size and 1 youth track on sport court surface)

The Championship Field and stadium is the former home of the UNL soccer program with a full-size playing surface (120 yd x 80 yd), restrooms, concessions, press box, score board, locker rooms, and administration space.

The Nebraska Tennis Center is the former home of the UNL tennis program with 12 outdoor tennis courts, a weight room/fitness center, and space currently used for youth gymnastics. The Nebraska Tennis Center formerly also supported 3 indoor tennis courts, indoor baseball, and indoor soccer under the tennis bubble. However, the bubble was destroyed in July 2018 and has not been replaced (see Phase 3 in our future plans regarding replacement of the bubble).

The outdoor facility is comprised of 19 natural grass playing surfaces with team benches and bleachers on most fields. This includes 11 full-size 120yd x 80yd 11v11 soccer fields, 3 75yd x 40yd 9v9 fields, and 4 micro fields. Many of the fields can be dual-purposed to permit multiple sport usage including soccer, lacrosse, field hockey, and football.

Number of attendees estimated:

Out of town:	1,750
Local: _____	10,560 _____

Check all that apply:

- Expanding and improving any existing visitor attraction.
- Planning or developing such expansion improvements, exhibits or additions.
- Acquiring or expanding exhibits for existing visitor attractions.
- Promotion and advertising costs associated with such exhibits.
- New Construction

Please describe project as indicated above.

The Lincoln Sports Foundation (LSF) plans to improve the formerly named Abbott Sports Complex in four phases. In this proposal, we are requesting funds to assist with Phase 1. A brief description of Phases 2-4 are included in later sections to provide reviewers with a scope of the planned improvements to the complex.

We are currently working with The Clark Enerson Partners on a 3D model of the entire project as well as sight pictures.

Phase 1: 2019

The initial and immediate phase would consist of:

- (1) External improvements include enhancing safety, establishing new branding, and enhancing facility visibility.
- (2) Restoration of outdoor field-sport playing areas.
- (3) Remodeling the Indoor Facility lobby area and renovation of the restrooms.
 - We are seeking matching funds through a separate organization to support initial renovation of the Indoor Facility.

Both the indoor and outdoor projects will include necessary improvements to the parking lot and parking lot lighting shared by the facilities, necessary improvements to the roadways and the removal/replacement of all previous signage from the Abbott Sports Complex to reflect the new branding of the facility.

Eleven full-size fields located to the east of the retention pond (currently numbered 9-19), and the Championship Field, will be restored to competition-ready playing conditions for use by soccer, lacrosse, field hockey, and football organizations and leagues. This work will include repairing underlying surfaces as needed; re-sodding goal, end zone, and/or center areas as needed; overseeding, fertilizing, and applying weed control to all areas; and purchasing new goal equipment or repairing existing damaged/deteriorated equipment. The field area improvement process will also include peripheral irrigation system repair (sprinkler heads, valves, command boxes, etc.), brush removal from surrounding areas, repair of existing fencing and gating, and sidewalk repair/replacement as necessary.

With these improvements, LSF can attract local, state and regional teams for tournaments. See letters of support included in the Appendix. Restoration of the outdoor fields will immediately provide the region with the largest outdoor field space available, including 3 full-size lighted fields for extended usage. No other facility in Lincoln has lighted fields.

Project Start Date:

Phase I:	March 1, 2019	through	December 31, 2019
Phase II:	Spring 2020	through	Winter 2021
Phase III:	2021	through	2022
Phase 4:	2022	through	2023

Completion Date: See above

Is this project part of a larger renovation project? Yes

If yes, please describe the entire project:

Phase 2: 2020-2021

Phase 2 consists of plans to completely renovate the Indoor Facility of the sports complex. This project will include new lighting (both inside and outside), a new HVAC system, additional remodeling of the lobby area, expansion of restrooms, the addition of a mezzanine where concessions will be located, and the addition of spectator seating in the court areas. The project will also include the remodel of indoor playing surfaces to allow space for 12 basketball or volleyball courts for practice and tournaments. When completed this facility will be one of the largest in the region, and among the best athletic facilities in the Midwest.

LSF also intends to collaborate with community partners to completely overhaul the Championship Stadium and Field. We will be remodeling the grandstands, restrooms, concessions, ticket booth and press box. This would include repair/improvements to the outdoor lights for the Stadium, installation of field turf, relocation of the press box to the east side above the concession stands and restroom areas, and installation of a new scoreboard.

Phase 3: 2021-2022

Phase 3 would consist of continued improvements and necessary maintenance to the existing outdoor fields/playing surfaces including, but not limited to, playing fields and tennis courts. We will convert existing grass fields 13-16 (known as the "quad") to field turf as well as adding lights on fields 15-16 (13 & 14 are already lighted). This phase would entail installation of additional fencing around the playing field areas for crowd and motor vehicle enforcement and along the north edge of the property. A central shelter, concessions, and restroom building will be built to service the outdoor field areas; and necessary maintenance, repair, or upgrading of the central irrigation system and pumps will be completed.

This phase would include a plan to address the tennis bubble that, prior to storm damage, was being utilized by indoor baseball, soccer and tennis. Our intention is to construct a new permanent structure to replace the bubble, ensuring the continued opportunities for activities previously held in the facility.

During this phase of the project, we will resurface the entire drive around the complex, add additional parking lot and street lights around the complex, perform necessary maintenance and repair of irrigation systems, and complete installation of the new water line from 70th Street to the motocross track.

Phase 4: 2022-2023

Phase 4 would consist of adding baseball/softball complex to the facility. This new facility would be located either at the east edge of the complex between the soccer fields and the motocross track or along the 70th Street corridor in the northwest corner of the complex.

As it pertains to the grant related project, provide breakdowns of radio and television advertising, showing individual costs, call letters and cities of origin. Also give breakdowns of magazine advertising by individual publications and costs. Similarly, separate the costs for brochures, travel shows by location, billboard advertising, etc. Include target market demographics

This information is not available at this time. The legal settlement agreement was reached on January 4, 2019. With the deadline for large project requests as January 31st, we have not been able to pursue a strategic marketing and advertising campaign. In order to capitalize on the positive press to be generated when the settlement is announced in the media, we are hoping to secure funding to make an immediate impact on the state of the complex to generate enthusiasm for future usage, fundraising, and advertising.

Do you anticipate submitting future applications for projects relating to this project?

Yes, we intend to submit future proposals as we move forward into Phases 2-4.

Total projected budget (attach detailed budget):

Total Revenue: \$150,000.00

Total Expense: \$181,900.72

How will your project impact new visitor recruitment and lodging tax revenues?

The improvements listed in Phase I of this plan would bring this facility back in line with facilities in other communities which regularly attract sports tournaments, sports club rental of facilities, community and regional events, collaboration with other sports and recreation related activities (*such as Cornhusker State Games, Special Olympics, YMCA youth sports, and multiple school associated sporting events*). The multi-use capabilities of this facility would allow for year round usage by a number of activities and bring diverse groups to Lincoln who would positively impact the local economy through hotel stays, restaurants, shopping and other local businesses.

Estimated annual visitors:

Local:	10,560
Outside of Lincoln	1,750

Estimated Annual economic impact of your facility and/or project based on lodging tax use
(Use multipliers listed below)

Is this based on annual use of the facility or for a specific event/exhibition?

Both. It is based on total usage estimates from current tenants and includes both regular club/program membership AND tournament (or other special event) usage

of hotel overnights utilized:

584 x \$375 (* Multiplier – see below *)

Assuming 3 person per room, 1750 out of town visitors = 584 rooms.

- * National/Regional event Multiplier - \$375 per night
- * State event - \$350 per night
- * Local event (no overnight stays expected) - \$245 per night

TOTAL ECONOMIC IMPACT BASED ON FORMULA: \$219,000

Is this grant request in addition to other project related grant requests?

Yes, Lincoln Sports Foundation currently has a \$50,000 matching grant for 2019.

Grant amount requested from Visitors Promotion Committee: \$100,000

The requested \$100,000 will be used to update and expand the complex signage, add message boards, and restore 9-12 full-size playing fields (including the Championship Field) to competition level necessary for hosting local, state, and regional tournaments and events. The matching \$50,000 grant will be used to begin renovations and improvements to the Indoor Facility lobby, Indoor Facility bathrooms, and main parking lot lights.

Signature of Applicant: _____



Date: _____

1-31-19

Return your completed Application to:

Lincoln Convention and Visitors Bureau
Attn: Jeff Maul, Executive Director
1128 Lincoln Mall, Suite 100
Lincoln, NE 68508

For more information:
(402) 434-5343
jmaul@lincoln.org

Appendix

- 1) Complete budget
- 2) Estimate: All About Grass
 - Outdoor field restoration
 - This is to restore a field to NCAA-level competition quality
- 3) Estimate: Creative Landscaping
 - Outdoor field restoration
 - This is to restore a field to local standards such as YMCA Spirit Park, YMCA Wright Park, Speedway Village, etc.
- 4) Estimate: Husker Electric
 - Indoor Facility lobby lighting
- 5) Estimate
 - Signage pricing
 - Sample signage
 - Existing signage to be replaced
- 6) Letters of Intent to Partner
 - Team Extreme Soccer
 - Capital Soccer Association
- 7) Abbott by the Numbers
 - This is an informational flyer created to highlight current and continued usage of the complex.

INDOOR FACILITY

Area	Activity	Cost	Notes
Lobby	Demolition	\$ 4,000.00	
	Framing/Drywall	\$ 4,000.00	
	Ceiling Tiles	\$ 1,000.00	
	Painting	\$ 4,000.00	
	Concrete paint/stain	\$ 2,000.00	4000 square feet
Lighting	Conversion to LED	\$ 1,463.76	quote
Bathrooms	Toilets	\$ 4,400.00	11 fixtures @ \$400/each
	Faucets	\$ 900.00	6 @ \$150/each
	Mirrors	\$ 3,000.00	2 @ \$1500/each
	Countertops	\$ 2,000.00	2 @ \$1000/each
	Dispensers	\$ 900.00	6 soap @ \$25, 8 toilet paper @ \$50, 4 paper towel @ \$50
Labor	Tile work (backsplash)	\$ 8,000.00	
	All areas	\$ 15,000.00	Some labor will be donated by qualified contractors
	TOTAL	\$ 50,663.76	SUBTOTAL A

Signage Pricing

2 Marquee Motion LED Sign 45.75x 70.25	Front Entrance Drive	\$ 10,378.98	
Marquee Motion LED Sign 45.75x 70.25	MX Track Entrance	\$ 5,193.99	
Marquee Motion LED Sign 45.75x 70.25	Rec Center Main Entrance	\$ 5,193.99	
Outdoor Motion LED Sign 69 x 36	Indoor Building	\$ 2,250.00	
Outdoor Motion LED Sign 69 x 36	Back of Scoreboard Road side	\$ 2,250.00	
Vynil Lettering on all Outdoor signage		\$ 10,000.00	
Vynil lettering on all entrance doors		\$ 2,000.00	
Replace all existing signs lights with LED (6)	Road, Indoor, Championship Field	\$ 1,500.00	
Replace surface on existing light up signs (6)		\$ 3,000.00	
Materials need for installation		\$ 2,000.00	
MX and LFS Sports Complex Billboard Signage		7,500.00	
Labor for repair and new installation	Paid by LSF	\$ 51,266.96	SUBTOTAL B
		\$ 15,000.00	

OUTDOOR FIELD RESTORATION

Creative Landscapes Estimate	\$7,270/field x 11 fields	\$ 79,970.00	SUBTOTAL C
TOTAL BUDGET		\$ 181,900.72	TOTAL OF SUBTOTALS A,B,C ABOVE
Requested in Current Proposal		\$ 100,000.00	
Matching Funds		\$ 50,000.00	
Remaining Needs		\$ 31,900.72	

All About Grass, LLC
5700 SW 12TH ST
LINCOLN, NE 68523
(402) 326-0321
chad@allaboutgrassllc.com



ESTIMATE

ESTIMATE # 1098
DATE 01/29/2019
EXPIRATION DATE 02/28/2019

ADDRESS
Abbott Sports Complex
7600 North 70th St.
Lincoln, NE 68517

Please detach top portion and return with your payment.

DATE	ACTIVITY	QTY	RATE	AMOUNT
01/29/2019	SF Update soccer field to make playing surface safe and acceptable for games and practices.	4	15,000.00	60,000.00
01/29/2019	Add dirt in low areas. Drag and level to make field playing surface safe			
01/29/2019	2 step fertilizer grow in program			
01/29/2019	Over seed 2 directions with both bluegrass and rye grass			
01/29/2019	Deep tine aerification. 2 directions and drag plugs			

This estimate is for 4 fields at \$15,000 each.
Each field estimate is for 75,000 square feet

TOTAL **\$60,000.00**

Accepted By

Accepted Date

Jim Bovaird

Abbott Sports Complex, Soccer Fields
Lincoln, NE



DATE January 2019
Quotation valid until: April 2019
Prepared by: Marvin Lambie

1801 North 98th Street
Lincoln, NE 68505
Ph: 402.730-8424
Fx: 402.488.8424

**Estimate for Abbott Sports Complex,
Championship Field**

Spring 2019 Soccer Field Components	Estimated Project Costs	Check Options/ Zones to be Included in Initial Project
❖ Initial mowing/bagging of field in preparation for seeding,		
❖ Installation/tamping of pulverized black top soil in areas on field where needed,		
❖ Overseeding of field in cross hatch direction using 10-12 pounds of seed per 1,000 sq ft.		
❖ Installation of Starter Fertilizer,		
❖ Spraying of crabgrass and foxtail and		
❖ Installation of Secondary Fertilizer 20-25 days after Starter Application.		
TOTAL - Per Field		\$ 7,270.00
Plus: Sales Tax		
Grand Total		
Initial Payment Due (1/2):		\$
Final Payment Due Upon Completion of Project (1/2):		\$

TERMS:

- * One-half of total project cost is due upon scheduling of work.
- * Ower responsible for flagging of all sprinkler heads.
- * Prices effective for 60 days following submission of original estimate.
- * Accounts not paid upon completion will be considered past due and be assessed a 1.5% monthly finance charge.
- * If necessary, Creative Landscaping will contact all major utilities. We are not responsible for underground dog fences, unmarked gas grill lines, outdoor lighting lines, pool lines and other lines that may be underground including drain tile. Additionally, we will not be held responsible for any utility lines that are less than 8 inches deep in the ground.

Jim Bovaird

Abbott Sports Complex, Soccer Fields
Lincoln, NE



Approved by:

<i>(Customer's Signature)</i>
Date: _____

<i>(Creative Landscaping)</i>
Date: _____

We would sincerely appreciate the opportunity to work with you on this important project to enhance the value of your property. Should you have any questions and/or if we can be of additional assistance, please don't hesitate to call us at any time. We look forward to hearing back from you soon as to the next steps!

Best regards,

Marvin Lambie
(402) 730-8424

Dexter Lambie
(402) 560-8008

Visit us on the Web at www.creative-landscaping.com

HUSKER ELECTRIC SUPPLY CO.

3450 CORNHUSKER HWY.

LINCOLN, NE 68504

PH: 402-467-4624

FAX: 402-467-5209

Customer: Abbott Sports Complex

Job: Office/Lobby/Restrooms Re-lamping

Contact: Dan Lesoing

Quote Date: 1/23/19

QTY	TYPE	BRAND	PART NUMBER	PRICE	Ext
304	LED Lamp	Keystone	Keystone KT-LED15T8GC-840-DX2 15 Watt Direct Drive (no ballast) LED 4' tube lamp in 4000k color rendering (Cool White) to replace the following 72 - 4 lamp fluorescent T12 lamp fixtures in Lobby/Hallway/Offices 8 - 2 lamp fluorescent T12 lamp fixtures located in men's and women's bathrooms for total of 304 LED lamps	\$9.00/ea	\$2,736.00
-1	CREDIT	LES	LES Sustainable Energy Program will give you \$5.00 per 4' fluorescent under the 2019 program which as long as the incentive is not more than 50% of the product. In this case we would be able to offer \$4.50 per lamp	(-\$1,368.00)	(-\$1,368.00)
				SubTotal	\$1,368.00
				Taxes:	\$95.76
				Total:	\$1,463.76
			* New Lenses as needed for fixtures \$9.00 a piece before tax. Not figured into quoted price.		

Signage Pricing

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MX and LFS Sports Complex Billboard Signage				7,500.00
			\$	51,266.96
Labor for repair and new instalation		Paid by LSF		15,000

Sample Signage for LSF Sports Complex



Existing Abbott Sports Complex Signage that Must be Replaced



Dan Lesoing
Lincoln Sports Foundation
PO Box 22608
Lincoln, NE 68542



28 January 2019

Dear Dan,

Thank you for the opportunity to utilize the LSF Sports Complex (formerly Abbott Sports Complex) over the past three years as the training home for Team Extreme Soccer. Our organization has greatly benefitted from the opportunity. I hope we have been good stewards of the facility.

I am writing to you now to express our interest in further partnerships between Team Extreme Soccer and the LSF Sports Complex. Through spring 2019, we have been administratively housed under the Lincoln Spirit Soccer Club. For Fall 2019, we are applying for independent club affiliate status with Nebraska State Soccer. As part of this process, we are asked to declare home fields for state league competitions. We are also asked to commit to developing a developmental academy program for players 10 and under. With the planned restoration of the outdoor fields at the LSF Sports Complex, Team Extreme Soccer would like to commit to declaring the LSF Fields as our home competition fields, continue to train our Nebraska League teams at the complex, and establish the LSF Sports Complex as the home of our new academy program.

In addition, we would like to partner with the Lincoln Sports Foundation to host two tournaments at the LSF Sports Complex during the 2019-2020 club playing season (1 in fall 2019 and 1 in spring 2020), and each year thereafter. We would like to discuss with you a shared revenue model where funds generated help both the Team Extreme Soccer scholarship program as well as the Lincoln Sports Foundation scholarship initiatives for athletes of limited financial means. We would anticipate a modest initial tournament size in year 1, but based on similar events hosted in the region by similar programs at similar locations, we would expect the events to quickly grow to the 100-150 team level.

This partnership between Team Extreme Soccer and Lincoln Sports Foundation would aid LSF in generating new revenue for the complex and contributing to the local economy. If approximately 25%-33% of teams participating in the tournaments were from outside of the area, as is the case with similar events in the region, this would assist the LSF Sports Complex in bringing 400-500 new families to the community for each event. In addition, the increased traffic brought to the complex by the academy program and state league games would generate additional game-day economic impact to the Lincoln area as well as create additional "buzz" surrounding the newly rebranded LSF Sports Complex.

Thank you again for the past use of the sports complex, and we look forward to future partnerships such as the ones I have described in this letter.

Sincerely,

A handwritten signature in black ink, appearing to read 'Jim Bovaird', is written over a faint, illegible typed name.

Jim Bovaird
Program Director, Team Extreme Soccer

To Whom It May Concern,

The purpose of this letter is to show the potential growth of the Peter J Underwood Memorial Soccer Tournament, also known as CSA Shootout Soccer Tournament, and how that is dependant on fully restored fields at LSF Sports Complex.

The tournament itself has existed in some form since 1996. The tournament hosts boys and girls teams from ages 8-19. Average team size is 16 players. Last year we hosted over 2,400 players, parents, and coaches. The tournament occurs the first weekend every May. The tournament serves two functions, one to raise money for our Scholarship program which allows youth soccer players to play for a discount or for free based on economic situation and to fund the Peter J Underwood Memorial fund. That was setup to help support our former Director of Coaching's Family upon his untimely death at the age of 31.

Three years ago, Capital Soccer paired with Soccer Management Company to grow and manage the tournament. In 2016 we had 100 teams, 2017 125, and in 2018 we were at maximum capacity with 151 teams. In 2018 of those 151 teams 31 were out of state and required hotel stays. We had to decline a total of 24 teams. For this year we will be at capacity again and anticipate we will have to decline 35-45 teams. We can not handle any more teams due to lack of field space. At present we are utilizing Densmore and Speedway village fields. This setup allows for 15 fields of use. Each field roughly handles 30 games or ten teams for the tournament.

If the LSF fields were fully rehabilitated this would give us an additional 18 fields of tournament space. This would allow the potential to host an additional 180 teams. With the current out of state percentage that would give us an additional 36 teams coming in from out of state or approximately 576 families. For a total of 68 teams or 1,088 families.

In addition if the complex was fully restored we would be able to start our Fall tournament. Which we have not be able to due to lack of available dates on the calendar for the existing facilities in Lincoln. However, estimates from Soccer Management Company put are potential first year team count near 100 teams. With approximately 20 of those teams coming from out of state. For an additional 320 families.

Sincerely,

A handwritten signature in black ink, appearing to read 'Edward Meitzen', with a long horizontal line extending to the right.

Edward Meitzen
Vice-President Board of Directors
Capital Soccer Association



BY THE NUMBERS

Local Youth Served Annually...

10,560



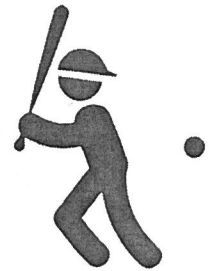
Annual Out of State Visitors...

1,750

Sports & Activities Utilizing Abbott...

19

- 2010 Special Olympics National Games
- Baseball
- Basketball
- Bocce
- Cornhusker State Games (various events)
- CrossFit
- Football
- Gymnastics
- Lacrosse
- Motocross
- Nebraska State Soccer – State Cup
- Roller Derby
- Rugby
- Soccer
- Spartan Race
- Special Olympics Nebraska Fall Games
- TeamMates Mentoring Program
- Tennis
- Volleyball



Current Organizations Routinely Utilizing Abbott...

18



- Abbott Motocross Park
- Concordia University Tennis
- Cornhusker Shooting Stars Basketball
- CrossFit Auxano
- Nebraska Buffalo Soldiers/Soaring Eagles Basketball
- International Soccer League
- Lincoln Elite Gymnastics
- Lincoln Indoor Baseball
- Lincoln WildKatz Basketball
- Lincoln YMCA Youth Sports Tennis Camps and Clinic
- Nebraska Juniors Volleyball
- Nebraska Supreme Basketball
- Reckway Tennis
- No Coast Derby Girls and Junior Derby
- Spring Christian Sports
- Team Extreme Soccer
- Volleyball Club Nebraska
- Waverly High School Tennis