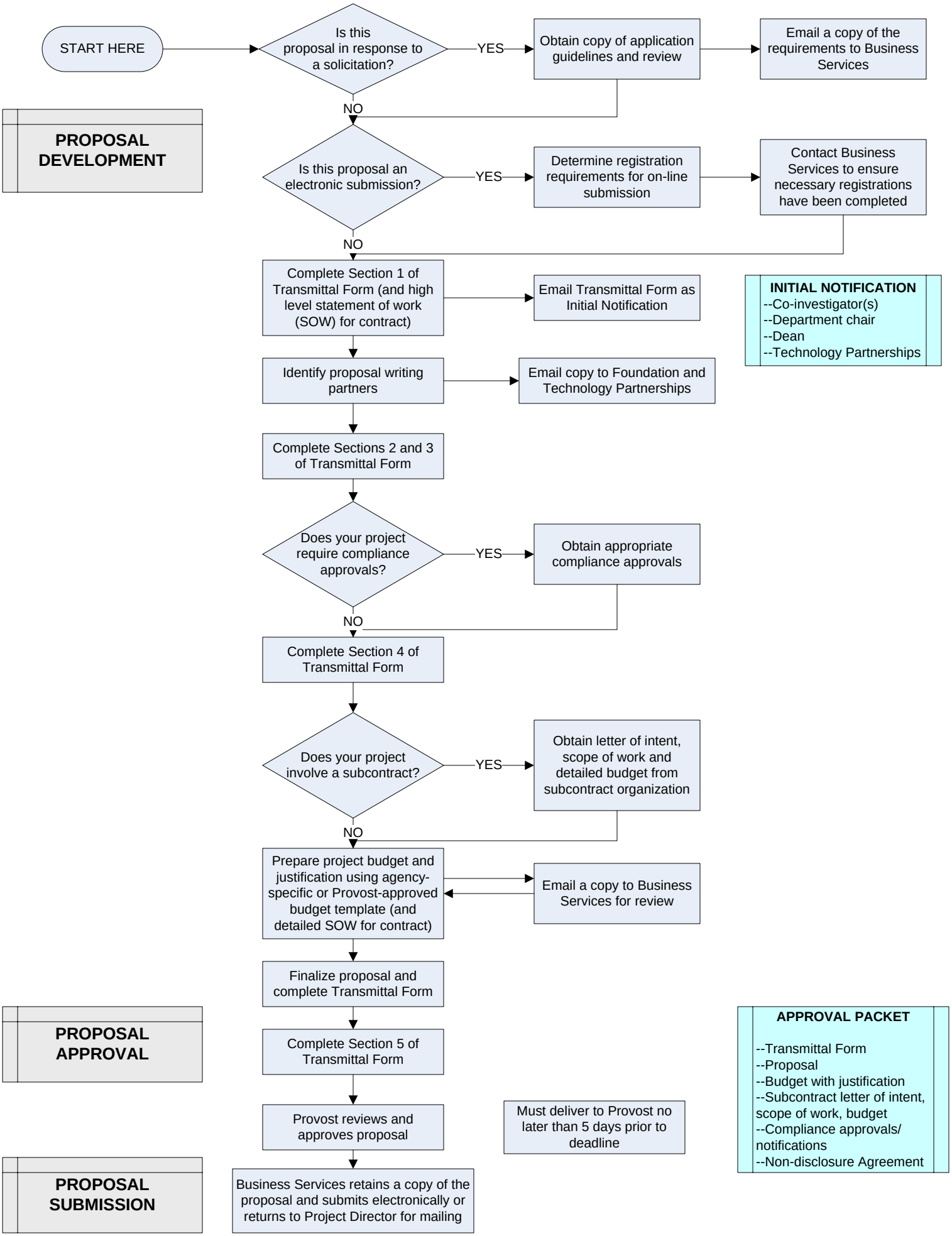PROPOSAL DEVELOPMENT FLOWCHART