



2004
Water Use Efficiency
Grant Proposal:

City of Calistoga

*Commercial/Transient Ultra-Low Toilet
Replacement and Residential Ultra-Low
Flow Toilet Replacement Project*



CITY OF CALISTOGA

2004 Water Use Efficiency Program Grant Proposal

A-15c, Section 1: Relevance and Importance

A. The City of Calistoga has signed a Memorandum of Understanding Regarding Urban Water Conservation in California (“MOU”) with the California Urban Water Conservation Council (“CUWCC”). By adopting the MOU, Calistoga has committed to a good faith effort towards the achievement of water conservation via the adoption of some or all of the Best Management Practices (“BMPs”), implementation of which is monitored by the CUWCC. The City is currently in the process of finalizing a Water Conservation Plan in accordance with the 1993 State Water Resources Control Board (“SWRCB”) Water Conservation Guidelines, with certain modifications based on proposed updates to those guidelines. This Water Conservation Plan evaluates BMPs and presents an implementation that addresses the City’s goal to identify water conservation measures that enhance the community’s ability to live within its local water supply.

The City’s goal in preparing the Water Conservation Plan is to select water conservation measures that meet legal mandates, reduce average annual potable water demands, decrease the need to purchase water from other sources, reduce sewer flows, reduce demands during peak seasons, and meet drought restrictions. The main objective of the Water Conservation Plan is to find water conservation measures that are cost effective and that enhance Calistoga’s ability to manage its local water resources in a self-sufficient manner.

As a signatory to the CUWCC MOU, the City is required to implement water conservation practices that are locally cost effective. This proposal outlines the implementation of two BMPs evaluated in the Draft Water Conservation Plan that are **not** currently projected to be locally cost effective, namely BMP #9 (Commercial/Transient Ultra-Low Flow Toilet Replacement Program) and BMP #14 (Residential Ultra-Low Flow Toilet Replacement Program). Although not locally cost-effective, this project would significantly reduce the City’s annual potable water demand and decrease the need to purchase water from outside sources.

One of the main goals of the proposed project is to reduce the amount of water the City needs to purchase from the North Bay Aqueduct, which is part of the State Water Project (“SWP”). The City currently purchases approximately 47% of its potable water from the North Bay Aqueduct. Because SWP water originates from the Bay-Delta System, reducing the amount of water purchased from the North Bay Aqueduct will minimize water diversion from the Bay-Delta System, resulting in a benefit to the Bay-Delta System.

The proposed project is envisioned as the first step in a more comprehensive City conservation program to be implemented by the City upon finalization of its Water Conservation Plan. To date, the City has historically never adopted a comprehensive conservation program, although the City has implemented short-term water conservation

programs in the past during drought periods. The City has also been working in recent years to reduce leakage losses in the water distribution system.

A-15d, Section 2: Technical/Scientific Merit, Feasibility

A. Scope of Work

As described above, the City of Calistoga is proposing implementation of two BMPs:

- BMP #9: Commercial and Transient Ultra-Low Flow Toilet (“ULFT”) Replacement Program
- BMP #14: Residential ULFT Replacement Program

These programs are discussed in greater detail below:

BMP #9 - Commercial/Transient ULFT Replacement Program

The City proposes to implement a toilet replacement program offering incentives to replace existing commercial and transient customers to replace their high-water-use toilets with ULFTs. ULFTs reduce toilet-flushing water to about 1.6 gallons per flush (“gpf”). This is a significant water savings from an average of 5 to 7 gpf for regular toilets, and from 3.5 gpf for low-water-use toilets.

Most of the City’s commercial customers are office buildings, hotels, and restaurants. In particular, the City has a high number of hotel rooms for a city its size (about 600 rooms in a City with a population of about 5,300). Since about 15% of the City’s potable water is used by transient customers, targeting transient customers is a prudent approach to overall water conservation in the City of Calistoga.

The City will implement this BMP, focusing on reducing sanitary use in older places of business, built before 1992, when the current plumbing code took effect. The City will identify buildings built before 1992, starting with those buildings where a high per-fixture use can be expected, such as restaurants, hotels, spas, and certain office buildings. The City will then contact building owners and offer them a rebate for replacing their toilets with ULFTs. The goal would be to replace approximately 10% of older fixtures (corresponding to about 170 commercial fixtures and 100 transient fixtures) per year over the three-year life of the program. The City foresees providing a rebate of \$75 per ULFT.

BMP #14 – Residential ULFT Replacement Program

The City proposes to implement a toilet replacement program offering incentives to existing residential customers who replace their high-water-use toilets with ULFTs. Since January 1, 1994, the Federal Energy Policy Act of 1992 has required that all new toilets sold be ULFTs. This BMP is therefore aimed at accelerating the natural toilet replacement rates by offering incentives to residential customers.

This program would be applicable to all existing residential buildings, including multi-family dwellings. The City would provide incentives for toilet replacement by offering rebates to interested residential customers for replacing their toilets with ULFTs. The overall goal would be to replace approximately 10% of existing residential toilets (corresponding to about 450 fixtures) with ULFTs per year over the three-year life of the program. Customers who would install ULFTs as part of a new construction or remodeling project requiring a permit would not be eligible since these customers should not be given an incentive for complying with the existing laws. The City foresees providing a rebate of \$75 per ULFT.

B. Task List and Schedule

Commercial and Transient ULFT Replacement Program

- May 2005: DWR makes funding decision
- June through August 2005: Develop program implementation and monitoring plan (projected cost including contingency: \$4,400)
- September through November 2005: Construct database; identify and contact target customers for ULFTs
- December 2005: Contracts executed, project implementation begins.
- January 2006 through December 2006: Issue rebates for ULFTs (projected cost including administration and monitoring, plus contingency: \$32,300). Deliverables include quarterly and annual progress reports.
- January 2007 through December 2007: Issue rebates for ULFTs (projected cost including administration and monitoring, plus contingency: \$61,200). Deliverables include quarterly and annual progress reports.
- January 2008 through December 2008: Issue rebates for ULFTs (projected cost including administration and monitoring, plus contingency: \$62,000). Deliverables include quarterly and annual progress reports.
- January 2009: Submit comprehensive final report (projected costs included in 2008 expenditures)

Residential ULFT Replacement Program

- May 2005: DWR makes funding decision
- June through August 2005: Develop program implementation and monitoring plan (projected cost including contingency: \$2,000)
- December 2005: Contracts executed, project implementation begins.
- January 2006 through December 2006: Issue rebates for ULFTs (projected cost, including administration and monitoring, plus contingency: \$50,200). Deliverables include quarterly and annual progress reports.

- January 2007 through December 2007: Issue rebates for ULFTs (projected cost, including administration and monitoring, plus contingency: \$99,700). Deliverables include quarterly and annual progress reports.
- January 2008 through December 2008: Issue rebates for ULFTs (projected cost, including administration and monitoring, plus contingency: \$101,300). Deliverables include quarterly and annual progress reports.
- January 2009: Submit comprehensive final report (projected costs included in 2008 expenditures)

C. Preliminary Plans and Specifications; Certification Statements

Not applicable (not a construction project)

D. Environmental Documentation

The toilet replacement programs do not meet the definition of a “project” under the California Environmental Quality Act (“CEQA”) because they will not “result in a direct physical change in the environment, or a reasonable foreseeable indirect physical change in the environment”. In addition, the program qualifies as categorically exempt from CEQA per Article 19 (Categorical Exemptions) Section 15301(a), which specifically exempts minor changes to interior plumbing.

The project has no components within the jurisdiction of National Environmental Policy Act (“NEPA”).

Applicable plumbing codes within the project area allow replacement of an existing toilet without a permit. The project is in compliance with all local regulations and land use plans.

A-15e, Section 3 – Monitoring and Assessment

Pre-project conditions and data baselines will be determined using annual water use reports. A database will be constructed that includes all existing commercial, transient and residential water customers. This database will include annual water use by each of the customers for the prior year. The data will be gathered from the Finance Department’s Municipal Operations Manager program.

Quarterly fiscal reports and programmatic reports will be filed January 15, April 15, July 15, and October 15 during the project in addition to a comprehensive final report at the end of the project. During the project quarterly reports will be developed and evaluated to determine the number of plumbing retrofits and ULFT rebates/replacements that have been processed. Water usage for each customer will be collected from the Finance Department to assess project results.

Using the data gathered in the quarterly reports, Staff will evaluate how the replacement of high-water-use toilets with ULFTs has affected the overall water use by

the community. The water use will be compared with the pre-conditions data to determine the success of the project in relation to the project goals and objectives.

Data gathered and developed by the City will be kept on file in the Public Works Department of the City of Calistoga. This data will also be sent to the Department of Water Resources as part of the quarterly and final reports. Electronic files will be available upon request.

It is estimated that the implementation of the monitoring and evaluation plan will cost \$6,000.

A-15f. Qualifications of Applicants and Cooperators

1. The Resume for the Director of Public Works is attached for review.
2. External cooperators for this project have not yet been identified.
3. The City of Calistoga has not participated in any water use efficiency grant projects to date.
4. The City of Calistoga is a disadvantaged community. The State median income for 2000-2002 is \$48,113 according to information published in *Income in the United States: 2002* by U.S. Census Bureau issued September 2003. The median household income for the City of Calistoga is \$38,454 according to the 2000 Census prepared by the U.S. Census Bureau, which is less than 80% of the State median income.

A-15g. Outreach, community Involvement, and Acceptance

The City of Calistoga will participate in public outreach by notifying water customers of the incentive programs through messages on water bills, notices in the local newspapers, information on the City's website, and on the local information television channel.

There is no known opposition to this program, and community acceptance is expected based on historical public cooperation with previous short-term water conservation programs.

A-15h. Innovation

Numerous toilet replacement programs have been implemented by many water agencies in recent years, so the project itself is not considered innovative. However, during the implementation, the City will attempt to incorporate innovative features to improve cost effectiveness.

For example, the commercial and transient ULFT program will be marketing to customers with the highest potential savings. The City will specifically identify older buildings with a high per-fixture use, such as restaurants. The City will then directly

contact building owners and offer them a ULFT rebate. This targeted program generates a high participation rate and reduces the incidence of program “free riders”.

A-15i. Benefits and Costs

The benefit and cost tables are attached as Tables C-1 through C-7. The methodology for obtaining the benefits costs shown in the attached tables is as follows:

1. Develop baseline water use projections without additional conservation. Projections cover each key customer category and are broken down into indoor end uses and outdoor end uses.
2. Identify possible water conservation measures and screen the measures qualitatively to identify those that are applicable to the service area. Develop appropriate unit water savings and cost factors for each measure.
3. Estimate the affected population for each conservation measure by multiplying the total service area population by the measure's projected population that implements the measure. This factor is called the market penetration or installation rate.
4. Estimate total annual average and peak day water savings. The water savings are computed by multiplying unit water savings, per measure, by a market penetration or installation rate, and then multiplying by the number of units in a particular service area (such as dwelling units) targeted by a particular measure.
5. Quantify total benefits for each year in the planning period by multiplying average water savings by the computed value of the benefits.
6. Determine initial and annual costs to implement the measures based upon pilot projects, local experience, and the costs of goods, services, and labor in the community. This is multiplied by the number of units participating each year and then added to overall administration and promotion costs to arrive at a total measure cost, which may be spread over a number of years.

Assumptions made in preparation of the attached table are outlined below and in the footnotes to the tables.

Table C-1: Project Costs

- It is anticipated that all administrative work will be done by existing City staff and that therefore there are no “Administration Costs” aside from what is already included under the “Planning/Design/Engineering”, “Materials/Installation/ Engineering”, and “Monitoring and Assessment” categories.
- A 10% contingency is assumed for all project costs.
- A 6% discount rate is assumed for calculation of the capital recovery factor.
- A 30-year life of investment is assumed for all cost components.

Table C-2: Annual Operation and Maintenance Costs

- There are no operation and maintenance costs associated with this project.

Table C-6: Project Annual Local Monetary Benefits

- Because the annual water quantity value will vary over the 30-year lifetime of the project, the water savings quantity shown represents the average annual savings over the 30-year period.

- Because the annual monetary benefits will vary from year to year, the annual monetary benefit shown is calculated by multiplying the net present worth of the benefits by the capital recovery factor for the 30-year project lifetime.

Based on the results of Table C-6, the proposed project is not locally cost effective.

2004 Water Use Efficiency Proposal Solicitation Package

APPENDIX A: Project Information Form

Applying for:

- Urban Agricultural

1. (Section A) **Urban or Agricultural Water Use Efficiency Implementation Project**

- (a) implementation of Urban Best Management Practice, # 9 and 14
 (b) implementation of Agricultural Efficient Water Management Practice, # _____
 (c) implementation of other projects to meet California Bay-Delta Program objectives, Targeted Benefit # or Quantifiable Objective #, if applicable _____
 (d) Specify other: _____

2. (Section B) **Urban or Agricultural Research and Development; Feasibility Studies, Pilot, or Demonstration Projects; Training, Education or Public Information; Technical Assistance**

- (e) research and development, feasibility studies, pilot, or demonstration projects
 (f) training, education or public information programs with statewide application
 (g) technical assistance
 (h) other

3. Principal applicant (Organization or affiliation):

City of Calistoga

4. Project Title:

Commercial/Transient Ultra-Low Flow Toilet Replacement & Residential Ultra-Low Flow Toilet Replacement Project

5. Person authorized to sign and submit proposal and contract:

Name, title James C. McCann
City Manager

Mailing address City of Calistoga
1232 Washington Street
Calistoga, CA 94515

Telephone (707) 942-2805

Fax. (707) 942-0732

E-mail jMcCann@ci.calistoga.ca.us

6. Contact person (if different):	Name, title.	Paul Wade Director of Public Works
	Mailing address.	City of Calistoga 1232 Washington Street Calistoga, CA 94515
	Telephone	(707) 942-2828
	Fax.	(707) 942-9472
	E-mail	pwade@ci.calistoga.ca.us

7. Grant funds requested (dollar amount): **\$413,352**
(from Table C-1, column VI)

8. Applicant funds pledged (dollar amount): \$0

9. Total project costs (dollar amount): \$413,352
(from Table C-1, column IV, row n)

10. Percent of State share requested (%) *(from Table C-1)* 100

11. Percent of local share as match (%) 0
(from Table C-1)

12. Is your project locally cost effective?
Locally cost effective means that the benefits to an entity (in dollar terms) of implementing a program exceed the costs of that program within the boundaries of that entity.

(a) yes
 (b) no

(If yes, provide information that the project in addition to Bay-Delta benefit meets one of the following conditions: broad transferable benefits, overcome implementation barriers, or accelerate implementation.)

13. Is your project required by regulation, law or contract?
 If no, your project is eligible.

(a) yes
 (b) no

If yes, your project may be eligible only if there will be accelerated implementation to fulfill a future requirement and is not currently required.

Provide a description of the regulation, law or contract and an explanation of why the project is not currently required.

14. Duration of project (month/year to month/year):	<u>1/06 – 12/08</u>
15. State Assembly District where the project is to be conducted:	<u>7</u>
16. State Senate District where the project is to be conducted:	<u>2</u>
17. Congressional district(s) where the project is to be conducted:	<u>1</u>
18. County where the project is to be conducted:	<u>Napa</u>
19. Location of project (longitude and latitude)	<u>Longitude - 122° 35' W</u> <u>Latitude - 38° 35' N</u>
20. How many service connections in your service area (urban)?	<u>1439</u>
21. How many acre-feet of water per year does your agency serve?	<u>900 (average)</u>

22. Type of applicant (select one):
- (a) City
 - (b) County
 - (c) City and County
 - (d) Joint Powers Authority
 - (e) Public Water District
 - (f) Tribe
 - (g) Non Profit Organization
 - (h) University, College
 - (i) State Agency
 - (j) Federal Agency
 - (k) Other
 - (i) Investor-Owned Utility
 - (ii) Incorporated Mutual Water Co.
 - (iii) Specify _____

23. Is applicant a disadvantaged community? If 'yes' include annual median household income.
(Provide supporting documentation.)
- (a) yes, \$38,454 median household income
 - (b) no
- See attached information from the U.S. Census Bureau – 2000 Demographic Profiles

2004 Water Use Efficiency Proposal Solicitation Package
APPENDIX B: Signature Page

By signing below, the official declares the following:

The truthfulness of all representations in the proposal;

The individual signing the form has the legal authority to submit the proposal on behalf of the applicant;

There is no pending litigation that may impact the financial condition of the applicant or its ability to complete the proposed project;

The individual signing the form read and understood the conflict of interest and confidentiality section and waives any and all rights to privacy and confidentiality of the proposal on behalf of the applicant;

The applicant will comply with all terms and conditions identified in this PSP if selected for funding; and

The applicant has legal authority to enter into a contract with the State.

Signature

James C. McCann
City Manager

Name & Title

Date

APPENDIX C: Project Costs and Benefits Tables

Table C- 1: Project Implementation Costs (Budget)

Table C- 2: Annual Operations and Maintenance Costs

Table C- 3: Total Annual Project Costs

Table C-4: Capital Recovery Factor

Table C- 5: Project Annual Physical Benefits (Quantitative and Qualitative Description of Benefits)

Table C- 6: Project Annual Local Monetary Benefits

Table C- 7: Project Local Monetary Benefits and Project Costs

Table C- 8: Applicant's Cost Share and Description

Applicant:

CITY OF CALISTOGA

THE TABLES ARE FORMATTED WITH FORMULAS: FILL IN THE SHADED AREAS ONLY

Section A projects must complete Life of investment, column VII and Capital Recovery Factor Column VIII. Do not use 0.

Table C-1: Project Costs (Budget) in Dollars

	Category (I)	Project Costs \$ (II)	Contingency % (ex. 5 or 10) (III)	Project Cost + Contingency \$ (IV)	Applicant Share \$ (V)	State Share Grant \$ (VI)	Life of investment (years) (VII)	Capital Recovery Factor (VIII)	Annualized Costs \$ (IX)
	Administration ¹								
	Salaries, wages	\$0	0	\$0	\$0	\$0	0	0.0726	\$0
	Fringe benefits	\$0	0	\$0	\$0	\$0	0	0.0000	\$0
	Supplies	\$0	0	\$0	\$0	\$0	0	0.0000	\$0
	Equipment	\$0	0	\$0	\$0	\$0	0	0.0000	\$0
	Consulting services	\$0	0	\$0	\$0	\$0	0	0.0000	\$0
	Travel	\$0	0	\$0	\$0	\$0	0	0.0000	\$0
	Other	\$0	0	\$0	\$0	\$0	0	0.0000	\$0
(a)	Total Administration Costs	\$0		\$0	\$0	\$0			\$0
(b)	Planning/Design/Engineering	\$18,000	10	\$19,800	\$0	\$19,800	30	0.0726	\$1,437
(c)	Equipment Purchases/Rentals/Rebates/Vouchers	\$87,944	10	\$96,738	\$0	\$96,738	30	0.0726	\$7,023
(d)	Materials/Installation/Implementation	\$263,831	10	\$290,214	\$0	\$290,214	30	0.0726	\$21,070
(e)	Implementation Verification	\$0	0	\$0	\$0	\$0	0	0.0000	\$0
(f)	Project Legal/License Fees	\$0	0	\$0	\$0	\$0	0	0.0000	\$0
(g)	Structures	\$0	0	\$0	\$0	\$0	0	0.0000	\$0
(h)	Land Purchase/Easement	\$0	0	\$0	\$0	\$0	0	0.0000	\$0
(i)	Environmental Compliance/Mitigation/Enhancement	\$0	0	\$0	\$0	\$0	0	0.0000	\$0
(j)	Construction	\$0	0	\$0	\$0	\$0	0	0.0000	\$0
(k)	Other (Specify)	\$0	0	\$0	\$0	\$0	0	0.0000	\$0
(l)	Monitoring and Assessment (incl reporting)	\$6,000	10	\$6,600	\$0	\$6,600	30	0.0726	\$479
(m)	Report Preparation (included in (l))	\$0	0	\$0	\$0	\$0	0	0.0000	\$0
(n)	TOTAL	\$375,775		\$413,352	\$0	\$413,352			\$30,009
(o)	Cost Share -Percentage				0	100			

1- excludes administration O&M.

Applicant:

CITY OF CALISTOGA

THE TABLES ARE FORMATTED WITH FORMULAS: FILL IN THE SHADED AREAS ONLY

Table C-2: Annual Operations and Maintenance Costs

Operations (1) (I)	Maintenance (II)	Other (III)	Total (IV) (I + II + III)
\$0	\$0	\$0	\$0

(1) Include annual O & M administration costs here.

Table C-3: Total Annual Project Costs

Annual Project Costs (1) (I)	Annual O&M Costs (2) (II)	Total Annual Project Costs (III) (I + II)
\$30,009	\$0	\$30,009

(1) From Table C-1, row (n) column (IX)

(2) From Table C-2, column (IV)

Table C- 4: Capital Recovery Table (1)

Life of Project (in years)	Capital Recovery Factor
1	1.0600
2	0.5454
3	0.3741
4	0.2886
5	0.2374
6	0.2034
7	0.1791
8	0.1610
9	0.1470
10	0.1359
11	0.1268
12	0.1193
13	0.1130
14	0.1076
15	0.1030
16	0.0990
17	0.0954
18	0.0924
19	0.0896
20	0.0872
21	0.0850
22	0.0830
23	0.0813
24	0.0797
25	0.0782
26	0.0769
27	0.0757
28	0.0746
29	0.0736
30	0.0726
31	0.0718
32	0.0710
33	0.0703
34	0.0696
35	0.0690
36	0.0684
37	0.0679
38	0.0674
39	0.0669
40	0.0665
41	0.0661
42	0.0657
43	0.0653
44	0.0650
45	0.0647
46	0.0644
47	0.0641
48	0.0639
49	0.0637
50	0.0634

(1) Based on 6% discount rate.

Applicant:

CITY OF CALISTOGA

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Table C-5 Project Annual Physical Benefits (Quantitative and Qualitative Description of Benefits)

Quantitative Description - Required of all applicants ¹				State Why Project Bay Delta benefit is Direct ³ Indirect ⁴ or Both	Quantitative Benefits - where data are available ²
Description of physical benefits (in-stream flow and timing, water quantity and water quality) for:	Time pattern and Location of Benefit	Project Life: Duration of Benefits	Quantitative Benefits (in-stream flow and timing, water quantity and water quality)		
Bay Delta	Year-round reduction in Bay Delta diversion due to reduced water purchase from North Bay Aqueduct.	Year-round reduction in Bay-Delta diversion (higher during summer/fall tourist season)	30 years	<p>Both: Direct Benefits: (1) Improve water quality by reducing demands on Bay-Delta during periods when water diversions can contribute to elevated salinity. (2) Improve ecological functions in Bay-Delta by reducing water diversions during dry periods, when the ecological impact of diversions is the highest.</p> <p>Indirect Benefits: Reduce overall dependence on Bay-Delta system.</p>	Water Quantity Saved: 17 acre-feet per year
Local	Year-round reduction in water use	Year-Round (higher during summer/fall tourist season) benefits to water treatment and wastewater treatment facilities and to local environment	30 years	Not applicable.	Water Quantity Saved: 17 acre-feet per year

¹ The qualitative benefits should be provided in a narrative description. Use additional sheet.

² Direct benefits are project outcomes that contribute to a CALFED objective within the Bay-Delta system during the life of the project.

³ Indirect benefits are project outcomes that help to reduce dependency on the Bay-Delta system. Indirect benefits may be realized over time.

⁴ The project benefits that can be quantified (i.e. volume of water saved or mass of constituents reduced) should be provided.

Applicant:

CITY OF CALISTOGA

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Table C-6 Project Annual Local Monetary Benefits

ANNUAL LOCAL BENEFITS	ANNUAL QUANTITY (1)	UNIT OF MEASUREMENT	ANNUAL MONETARY BENEFITS (2)
(a) Avoided Water Supply Costs (Current or Future Source)	17	AF	\$14,168
(b) Avoided Energy Costs	0		\$0
(c) Avoided Waste Water Treatment Costs	17	AF	\$2,056
(d) Avoided Labor Costs	0		\$0
(e) Other (describe)	0		\$0
(f) Total [(a) + (b) + (c) + (d) + (e)]			\$16,224

Notes:

- (1) The annual quantity value (17 AF) shown herein represent the average annual savings over the 30-year period.
- (2) The annual monetary benefits represent the net present worth value for the benefits multiplied by the capital recovery factor for the 30-year period.

Table C-7 Project Local Monetary Benefits and Project Costs

(a) Total Annual Monetary Benefits [(Table C-6, row (f))	\$16,224
(b) Total Annual Project Costs (Table C-3, column III)	\$30,009

Table C-8 Applicant's Cost Share and Description

Applicant's cost share %: (from Table C-1, row o, column V)	0%
According to Section A-7 of the Proposal Solicitation Package, cost share is not required of projects that serve communities with an annual median household income of less than 80% of the statewide annual median household income. See attached backup information from the U.S. Census.	