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EXHIBIT A

SCOPE OF WORK

- 1. Grantee agrees to expend grant funds provided by the Commission only for and in accordance with project activities as described under the Scope of Work attached hereto as EXHIBIT A.
- 2. The Project representatives during the term of this agreement, and the person authorized to sign grant amendments and RFFs on behalf of the grantee, will be:

State Agency:	Grantee:
California Coastal Commission	City of Santa Cruz
Name: Kelsey Ducklow	Name:
("Grant Manager")	Matt Huffaker, City Manager
Address:	Address:
455 Market St. Suite 300	809 Center St, Room 10
San Francisco, CA 94105	Santa Cruz, CA 95060
Phone: (415) 904-2335	Phone: (831) 420-5010
Fax: (415) 904-5400	Fax:
Email: <u>kelsey.ducklow@coastal.ca.gov</u>	Email:mhuffaker@cityofsantacruz.com

3. Primary project contact:

State Agency:	Grantee
California Coastal Commission	City of Santa Cruz
Section/Linit: Statewide Planning Linit	Section/Unit: City Manager's Office/
	Climate Action Program
Name: Awbrey Yost Carey Batha	Name: Tiffany Wise-West
Address:	Address:
725 Front Street, Suite 300	809 Center St,
Santa Cruz, CA 95060	Santa Cruz, CA 95060
455 Market St. Suite 300	
San Francisco, CA 94105	
Phone: (831) 427-4858 415-904-5286	Phone: (831) 420-5433
Fax: N/A	Fax:
Email:	Email:Twise-west@cityofsantacruz.com
Awbrey.yostCarey.Batha@coastal.ca.g	
OV	

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EXHIBIT A

SCOPE OF WORK

Name of Local Government: City of Santa Cruz

Name of Project: Santa Cruz Coastal Adaptation Monitoring Program Development of Project

Funding Source: General Fund

Specific Program: Local Coastal Program Local Assistance Grant Program

Federal Tax ID#: 94-6000427

Budget Summary:

CCC funding:	\$180,100
Other funding:	\$47,000
Total project cost:	\$227,100

Term of Project: June 30, 2022 – December 31, 2024

A. PROJECT DESCRIPTION

The City of Santa Cruz proposes to develop a smart coastal change monitoring program for incorporation into its LCP through a targeted amendment. The coastal change monitoring program will explore and integrate social and geophysical triggers for guiding the City's implementation of priority coastal adaptation pathways. The program will be developed with a cross disciplinary team through scientific assessment of existing and potential environmental and social data and methods; community engagement and communication focused on social vulnerability and equity; and integration of science and community concerns with the City's LCP policy and implementation framework related to coastal adaptation. The goal of the project is to develop, codify and initiate deployment of a coastal change monitoring program in order to implement the City's adaptation pathways approach to coastal management in the face of climate change.

B. <u>TASKS</u>

Task 1: Project Management & Grant Administration

Task Description: The City will manage workflows, project team deliverable production, time keeping and accounting, fiscal management, and coordination with California Coastal Commission staff for review, tracking, invoicing, and reporting. This task will also include reflective evaluation after each task's completion to refine and ensure efficient and equitable process and outcomes. Evaluation summaries will be included in quarterly reports at the

completion of each task. As an in-kind labor match to the project, Dr. Tiffany Wise-West, Sustainability and Climate Action Manager for the City will provide efficient and experienced leadership on all grant related activities in order to achieve the overall project goal and objectives. A climate analyst from Dr. Wise-West's team, to be compensated from project funds as noted in the budget, will act as the project coordinator, handling logistics, report preparation and other coordination. City staff will also participate in an in-person conference, e.g., California Adaptation Forum or other relevant fora.

Outcomes/Deliverables

- Quarterly grant reports and coordination meetings with California Coastal Commission
- Conference slide deck

Task 2: Assessment of Coastal Change Monitoring Systems

Task Description: The City will assess the technical and financial feasibility of existing and new options to measure shoreline change (cliffs, caves, bluffs, riprap, beach areas) at specified frequencies, across seasons, and for the City's entire coastline. The project team will identify the optimal choice(s) of technologies, and develop deployment plans and partnership agreements for sustainable long-term management of the smart coastal network. Staff from agencies with mutual priorities (CSP @ UCSC, US Geological Society, California State Parks) will participate in this assessment noted in the budget as in-kind match under consultant costs. Dr. Charles Lester of the OCPC @ UCSB, through a subaward in a consultant role, will review existing and proposed LCP policies and ordinances related to shoreline management and map policy instruments and potential monitoring frameworks. Completion of Task 2 and its subtasks will enable achievement of the project's first of three objectives.

Subtasks:

2.1: Evaluation of Existing Geophysical Triggers and Monitoring Technology

The City of Santa Cruz is no stranger to a changing coastline, and its effective response has transformed it into a national leader in climate adaptation planning; the City has gone on to develop adaptation pathways for its coastline on a local scale. Each beach and bluff segment pathway presents a step-wise sequence of adaptation strategies that will be implemented when triggers (i.e. beach width, cost of flood damage/repairs, coastal access impediment, wave overtopping) reach certain thresholds. Significant work has already been done with CAP @ UCSC and other project partners to develop these pathways, triggers, and thresholds.

However, existing plans need clear specification of triggers and thresholds to monitor, identification of appropriate data for monitoring, and definition of methods to detect threshold exceedance and response. In order to identify when thresholds are exceeded, a

coastal monitoring network tailored to local triggers and thresholds is necessary. To fill these gaps in existing adaptation plans and in the existing coastal monitoring network, the City, with CAP @ UCSC and other partners, conducted a review of existing adaptation plans and held a series of meetings with local data collectors and providers. The partners developed an inventory of existing observational data available, linked these data sources to pathway triggers and thresholds, and identified existing resources and gaps for data collection and processing. In this subtask, the City and its partners will revise and refine the current inventory of data sets, triggers and thresholds, integrating Dr. Lester's findings on legal and policy requirements, and in the following subtask, consider other new technologies and policies in developing an optimal and smart coastal change monitoring system (e.g., Waves N See, Coast Snap). Moreover, Dr. Lester will assess the adequacy for implementing existing and proposed LCP requirements and addressing identified shoreline monitoring targets and methodologies.

2.2: Evaluate Existing and New Community Science Data Collection Sources

The City will evaluate community science options in monitoring coastline geophysical changes, with an eye toward potential coastal interpretation workforce development opportunities post project.

Together with partners, the City explored ways to both monitor and encourage interest and learning about sea-level rise and coastal change. The partnership evaluated and selected CoastSnap (https://www.coastsnap.com/), an open-source, low-cost, and equitable community science monitoring tool as a pilot at two beaches to meet mutual objectives. CoastSnap consists of a network of camera cradles and tools where community users can crowdsource images of coastal features, enabling local governments, researchers, and scientists to monitor coastal change. Each CoastSnap station consists of a cradle for stable photo-based photography and signs for instruction and engagement. Stationary cell phone cradles enable standardized community-sourced observations of coastal changes in beach and bluff environments. Images are collected and analyzed and users can access displays of shoreline change measurements and trends. The use of these tools can improve understanding and managing our dynamic coastline. The City's CoastSnap pilot program will be a new community science education, outreach, and engagement effort targeting frontline vulnerable communities that builds on over a decade of cutting-edge coastal climate adaptation work by the City and its partners. The City applied for the Coastal Commission's Whale Tails Grant Program in September 2021 to fund this pilot program at a minimum of two key priority locations.

The project team will also evaluate other viable community science options in this subtask as well for implementation:

- Integration of apps such as iNaturalist which allows users to observe and report changes in local plant health and density;

- Partnering with local non-profits such as those that conduct volunteer beach clean-ups on a regular basis can provide an opportunity to track changes on the coast by adding particular monitoring questions to the survey. The local non-profit Save Our Shores (SOS) has a marine debris app that can be potentially modified to add coastal checkpoints.
- Verizon has multiple cameras programmed to monitor traffic and parking. An initiative between nonprofit Save the Waves and West Cliff Neighbors are interested in positioning new cameras that monitor surf conditions but also may be leveraged for the coastal change monitoring program (e.g., wave height, flooding, cliff erosion). Save the Waves also has a coastal erosion mapping app that could be leveraged.
- Modification of the City's own Community Request for Service Portal (CRSP) where community members can make reports on different issues including graffiti, encampment, sewer spill, etc.;

Formalizing internal monitoring and workflows by the City and primarily Department of Public Works staff the annual and post-event monitoring conducted in order to ensure relevant data/information is reported back to the Resilient Coast Initiative. Repair needs, frequency, and total costs will be easily tracked over time.

2.3 Evaluate Existing and New Statewide & National Geophysical Data Systems

The team will consider other statewide and national geophysical data systems and seek integration of monitoring and data portal systems. The use of statewide and/or national data systems may provide critical information such as offshore wave and swell conditions for nearshore forecasts of waves and swell height and periods, which are critical for understanding how changing oceanographic conditions affect coastal erosion and for alerting City staff to pending threshold exceedance.

For example, the Central and Northern California Ocean Observing System has deployed buoy sensor technology that may be leveraged to forecast wave run up and overtopping. Further, the US Geological Survey currently maintains a camera that is installed on the top of the Dream Inn for live footage and snapshots of the Santa Cruz Municipal Wharf and Cowells Beach every thirty minutes. The City has already determined that more standardized qualitative data from imagery is needed to be coupled with quantitative data on erosion rates and events to better inform planning for sea-level rise. This can also inform future storm waves and erosion modeling. The team will evaluate the benefits of expanding this technology across the coast for monitoring purposes.

2.4 Develop Draft Geophysical Triggers Recommendations Report

The City will produce a draft report of recommended existing and potentially new monitoring technology, data sources, community science efforts with geophysical triggers. Report will also include deployment plans and draft sets of partnership agreements. Report

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EXHIBIT A

will include a translated executive summary for use in Task 3. The City and project team will secure the review of Coastal Commission staff prior to moving to Task 3.

Outcomes/Deliverables

• Draft geophysical triggers recommendation report for CCC review

Task 3: Equitable Community Engagement Focused on Frontline Groups

Task Description: The project team will recruit frontline groups for <u>stipended</u> compensated roles to develop and integrate social adaptation triggers using effective communication tools and approaches that are most useful for working with diverse and underrepresented frontline communities, fostering strong community engagement, long-term visioning, and equity. The project team will translate key engagement pieces to support this Task. CSP @ UCSC and OCCP @ UCSB will assist with this work. Completion of Task 3 and its subtasks will enable achievement of project objective 2 of 3.

Subtasks:

3.1: Recruit Frontline Community Groups for Co-Development of Social Triggers and Monitoring Strategies

The team will identify the Santa Cruz frontline communities best positioned to collaboratively develop social triggers and monitoring techniques. While designing a living Engagement Plan for the Resilient Coast initiative, the City of Santa Cruz conducted a robust public outreach campaign that resulted in over 1,500 touch points with community members and stakeholders at over 50 meetings. The range of tools utilized were all accessible from the Initiative's website www.cityofsantacruz.com/ResilientCoast. This outreach program generated important information about community needs and concerns around climate vulnerability and adaptation strategies. The project team will seek to deepen relationships with potential

partners from the Resilient Coast initiative including:

- Shared Adventures representing differently abled people;
- Amah Mutsun Land Trust who steward unceded land of the Awaswas speaking Uypi Tribe now known as Santa Cruz;
- Fisher people
- Meals on wheels representing elderly and those differently abled;
- Nueva Vista Community Center represents the Beach Flats and Lower Ocean frontline neighborhoods
- London Nelson Teen Center youth
- Santa Cruz Diversity Center

- UCSC resource centers representing LGBTQ+, indigenous and BIPOC
- Homeless Garden Project group of people living with homelessness

The City and its partners will design a recruitment package, including specific project details, commitment, expectations, timeline and <u>stipends</u> compensation, to utilize when recruiting frontline groups to join the project leadership team. The City will also conduct training of frontline partners on the geophysical triggers as preparatory work. The City will target a minimum of three frontline individuals joining the project team in <u>stipended</u> compensated roles.

3.2: Development of PAR Social Trigger Strategy

The team will work with recruited members from Santa Cruz frontline communities (and the groups they represent) to collaboratively develop a participatory action research (PAR) design that identifies key social triggers and ways to monitor them. PAR invites non-expert stakeholders to participate actively in all aspects of the research process and aims to make practical improvements in people's lives. Developing a PAR approach will ensure the City's coastal adaptation pathways are co-produced by experts and members of its most vulnerable communities and generate shared solutions that are truly collaborative and adaptive.

The team will identify and assess which social triggers should be monitored as part of the City's adaptation pathways approach, and how they can be integrated with the aforementioned geophysical triggers to help the City make informed and equitable decisions that enhance the resilience of its frontline communities. Early work completed by the City and its partners included preliminary social triggers for consideration, among others not yet identified:

- Percentage of families and businesses near localized vulnerable areas like West Cliff Drive sea caves, cliffs, and flooding areas, who invest a certain percentage of their income and revenue towards flood repair.
- Devaluation of properties as the risk of flooding and erosion increases, increasing residents' concerns for their homes and sources of livelihood. Issues regarding reselling coastal properties (i.e. businesses and houses) should also be considered.
- Changes in Santa Cruz County population density due to *voluntary or preventive redistribution.*
- A decrease in beach width and increase in wave height in popular beaches for visitors and residents will result in an increased risk of water accidents and drowning. Triggers for this social threshold could include an increased number of drownings per year, an increased number of lifeguard rescue activities, and an annual decrease of swimmers in the areas.

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EXHIBIT A

- Public access to facilities (e.g., parking, bathrooms, showers, wheelchair ramps)

3.3: Refine Geophysical Triggers Recommendations Report and Develop Social Triggers

Via a PAR approach, the project team will (a) refine the geophysical triggers report based on Coastal Commission and frontline group feedback, and (b) co-create a draft set of social triggers with frontline group partners, moving beyond traditional power dynamics that often shape climate policy. The draft plan of social triggers and monitoring techniques to be considered for integration into the LCP, and will be reviewed by a broader set of community stakeholders via a public meeting (drawing on the City's extensive coastal resilience contact list) and the Coastal Commission staff prior to moving onto Task 4.

Outcomes/Deliverables

- Frontline group recruitment package
- Draft social triggers for CCC review
- Finalized Geophysical and Social Triggers Recommendations Report

Task 4: Finalize/Integrate Triggers with City's LCP Policy & Implementation Framework

Task Description: The City will utilize trigger development and feedback solicited in Tasks 2 and 3 to finalize the geophysical and social triggers and thresholds project for integration into a targeted LCP Amendment. City staff will conduct a public process to adopt a targeted LCP amendment. Completion of Task 4 and its subtasks will enable achievement of project objective 3 of 3

Subtasks:

4.1: LCP Policy assessment

The City's Advanced Planning Division will lead the LCP policy assessment tasks with assistance from the community organizations, residents, and the scientific and university community. The team will evaluate how monitoring triggers, methods, and programs should be designed to optimize LCP implementation, consistent with the recent LCP amendment (in progress) and the CA Coastal Act. Using the scientific assessments and community engagement results, the team will seek to integrate policy and implementation concerns relative to the City's LCP requirements and effective implementation of the coastal adaptation pathways identified in relevant coastal hazard planning and LCP documents. This step will seek to closely marry the attributes and methods of the monitoring program with the discrete policy requirements of the LCP. The City and Coastal Commission will meet at least once during Task 4 Subtask 1 to ensure consistency in approach of mindful integration of developed geophysical and social triggers and monitoring strategies in the City's LCP update development.

4.2: Targeted LCP Amendment Development and Adoption

Dr. Lester will support city and state regulatory engagement and develop LCP policy recommendations potentially including land use plan monitoring, monitoring ordinances and implementation mechanisms and practices. The City's Advanced Planning Division will lead the LCP policy development including California Coastal Commission review of administrative draft, public hearings with relevant commissions and City Council on the public review draft, and submission of a locally-adopted LCP amendment to California Coastal Commission.

Outcomes/Deliverables

- Administrative draft LCP amendment for Coastal Commission staff review
- Public draft LCP amendment for local commission and City Council consideration
- Locally-adopted LCP amendment submitted to California Coastal Commission

C. <u>SCHEDULE</u>

Project start/end dates: June 30, 2022 – December 31, 2024

Task 1. Project Management & Grant Administration	June 30, 2022 – December 15, 2024
Outcome/Deliverables:	a. Quarterly
a. Quarterly Grant Reports b. Conference slide deck	 Applicable based on future scheduling of conference dates
Task 2. Assessment of Coastal Change Monitoring Systems	August 1, 2022- June 1, 2023
2.1 Evaluation of Existing Geophysical Triggers and Monitoring Technology	August 1, 2022 – December 1, 2022
2.2 Evaluate Existing and New Community Science Data Collection Sources	Sept 15, 2022 – January 15, 2023
2.3 Evaluate Existing and New Statewide & National Geophysical Data Systems	Nov 1, 2022 – March 1, 2023
2.4 Develop Draft Geophysical Triggers Recommendation Report	August 1, 2022 – June 1, 2023
Outcome/Deliverables a. Draft Geophysical Triggers recommendation report sent to CCC for review	a. June 1, 2023 (CCC review between June 1 and Sept 1, 2023)
Task 3. Equitable Community Engagement Focused on Frontline Groups (overlaps in timing with T2)	September 1, 2022 - October 1, 2023

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EXHIBIT A

3.1 Recruit Frontline Community Groups for Co-Development of Social Triggers and Monitoring Strategies	Sept 1, 2022 – March 1, 2023
3.2 Development of PAR Social Trigger Strategy	March 1, 2023 – July 1, 2023
 Outcome/Deliverables a. Frontline Group Recruitment package b. Draft set of social triggers sent to CCC for review c. Public engagement / meeting d. Finalized geophysical and social 	 a. October 15, 2022 b. September 1, 2023 (CCC review between September 1 and November 1, 2023) c. October 1, 2023 d. December 1, 2023
inggers recommendation report	
Task 4 - Finalize and Integrate Triggers with City's LCP Policy and Implementation Framework	October 15, 2023 – December 15, 2024
Task 4 - Finalize and Integrate Triggers with City's LCP Policy and Implementation Framework 4.1 LCP Policy assessment	October 15, 2023 – December 15, 2024 October 15, 2023 – February 15, 2024
Task 4 - Finalize and Integrate Triggers with City's LCP Policy and Implementation Framework 4.1 LCP Policy assessment 4.2 Targeted LCP Amendment Development and Adoption.	October 15, 2023 – December 15, 2024 October 15, 2023 – February 15, 2024 February 15, 2024 – December 15, 2024

D. BENCHMARK SCHEDULE

ACTIVITY	COMPLETION DATE	
Recruitment of stipended compensated frontline	March 1, 2022	
community group representatives to project team		
Draft Geophysical Triggers recommendation	lung 1, 2022	
report	Julie 1, 2023	
Draft set of social triggers sent to CCC for review	September 1, 2023	
Finalized Geophysical and Social Triggers		
recommendation report with deployment plan	December 1, 2023	
and draft partnership agreements sent to CCC		

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EXHIBIT A

City team + CCC targeted LCP Amendment recommendations consistency meeting	March 1, 2024
Administrative draft LCP Amendment sent to CCC for review	April 1, 2024
LCP Amendment adopted by City Council and submitted to CCC for approval	December 31, 2024

DEFINITIONS

- 1. The term "Agreement"; this Grant Agreement.
- 2. The term "Budget Act"; the annual enacted version of the Budget Bill which makes appropriations for the support of the government of the State of California.
- 3. The term "Chief Deputy Director"; the Chief Deputy Director of the Commission.
- 4. The terms "Commission" or "Coastal Commission" and the acronym "CCC" all refer to the California Coastal Commission.
- 5. The term "Executive Director"; the Executive Director of the Commission.
- 6. The term "Grant" or "Grant Funds"; in the case of LCP grants, the money provided by the California Climate Investments program or, in the case of Public Education grants, sales and renewals of the WHALE TAIL[®] Specialty License Plate, or California's Voluntary Tax Check-Off Program, and administered by the Coastal Commission to the Grantee pursuant to this Agreement.
- 7. The term "Grant Manager"; the representative of the Commission with authorization per the Executive Director to administer and provide oversight of the Grant.
- 8. The term "Grantee"; an applicant who has a signed agreement for Grant Funds.
- 9. The term "Project"; the activity described under the Scope of Work, attached as EXHIBIT A, to be accomplished with Grant Funds.
- 10. The term "Project Budget"; the Commission approved cost estimate submitted to the Commission's Grant Manager for the Project. The Project Budget shall describe all labor and material costs of completing each component of the Project. The Project Budget shall contain itemized amounts permissible for each item or task described in the Scope of Work. The Project Budget must include the set administrative and indirect costs agreed upon by the Parties if applicable.
- 11. The term "Public Agency"; any State of California department or agency, a county, city, public district or public agency formed under California law.
- 12. The term "Scope of Work" refers to EXHIBIT A, including the approved Project Description, Tasks, and Schedules.
- 13. The term "Termination Date"; the date by which all activity for the project must be concluded, as specified in the signature page of this Agreement. Work performed after this date cannot be reimbursed.

EXHIBIT B

BUDGET

City of Santa Cruz, CA	CCC Grant Total	Match/Other Funds	Total (LCP Grant Funds + Match/ Other Funds)
LABOR COSTS ¹			
County/City Staff Labor			
Task 1 – Project Management	14,000.00	6,000.00	20,000.00
Task 2 – Assessment of			
Coastal Change Monitoring	4,000.00	4,000.00	8,000.00
Systems			
Task 3 – Equitable			
Community Engagement	9,000.00	9,000.00	18,000.00
Focused on Frontline Groups			
Task 4 - Finalize and			
Integrate Triggers with City's	4.000.00	18.000.00	22.000.00
LCP Policy and	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	20,000.00	22,000.00
Implementation Framework			
Total Labor Costs	31,000.00	37,000.00	68,000.00
DIRECT COSTS			
Co	ounty/City Staff Proje	ct Supplies	
Miscellaneous Meeting			
Supplies (live and virtual	3,000.00		3,000.00
tools)			
Virtual and Print ads	1,200.00		1,200.00
Total	4,200.00		4,200.00
County/City Staff Travel In State ²			
Mileage	400		400.00
Hotel, etc.	2,000		2,000.00
Total	2,400		2,400.00
Consultants ³ /Partners			
Ocean and Coastal Policy			
Center at UC Santa Barbara			
(OCPC), Dr. Charles Lester			

¹ Amount requested should include total for salary and benefits.

² Travel reimbursement rates are the same as similarly situated state employees.

³ All consultants must be selected pursuant to a bidding and procurement process that complies with all applicable laws.

EXHIBIT B

City of Santa Cruz, CA	CCC Grant Total	Match/Other Funds	Total (LCP Grant Funds + Match/ Other Funds)
Task 2 – Assessment of Coastal Change Monitoring Systems	20,000.00		20,000.00
Task 3 – Equitable Community Engagement Focused on Frontline Groups	20,000.00		20,000.00
Task 4 - Finalize and Integrate Triggers with City's LCP Policy and Implementation Framework	65,500.00		65,500.00
Consultant Subtotal	105,500.00		105,500.00
Frontline Community Advisors (TBD) Compensation <u>stipends</u>			
Task 2 – Assessment of Coastal Change Monitoring Systems	4,500.00		4,500.00
Task 3 – Equitable Community Engagement Focused on Frontline Groups	12,000.00		12,000.00
Task 4 - Finalize and Integrate Triggers with City's LCP Policy and Implementation Framework	4,500.00		4,500.00
Consultant Subtotal	21,000.00	-	21,000.00
Translation (TBD)			
Task 2 – Assessment of Coastal Change Monitoring Systems	4,000.00		4,000.00
Task 3 – Equitable Community Engagement Focused on Frontline Groups	6,000.00		6,000.00
Task 4 - Finalize and Integrate Triggers with City's LCP Policy and Implementation Framework	2,000.00		2,000.00
Consultant Subtotal	12,000.00		12,000.00
Designer (TBD)			

EXHIBIT B

City of Santa Cruz, CA	CCC Grant Total	Match/Other Funds	Total (LCP Grant Funds + Match/ Other Funds)
Task 3 – Equitable			
Community Engagement	3,000.00		3,000.00
Focused on Frontline Groups			
lask 4 - Finalize and			
Integrate inggers with City's	1,000.00		1,000.00
Implementation Framework			
Consultant Subtotal	4,000.00		4,000.00
LISES CA State Parks LIESE		(Time	
Coastal Science & Policy		committed to	
Grad Program		program	
		development)	
Consultants Total	142,500.00		142,500.00
Total Direct Costs	149,100.00		149,100.00
OVERHEAD/INDIRECT COSTS ⁴			
Total County/City Staff Overhead/Indirect Costs			
TOTAL PROJECT COST	\$180,100.00	\$47,000.00	\$227,100.00

⁴ Indirect costs include, for example, a pro rata share of rent, utilities, and salaries for certain positions indirectly supporting the proposed project but not directly staffing it. Amount requested for indirect costs should be capped at 10% of amount requested for "Total Labor."