

Submitted to:

Regional Water Authority

August 4, 2023



Sacramento Regional Indoor Direct Install Project Phase 2



Webers Water Conservation, Inc.

243 Mangano Circle, Encinitas, CA 92024

Phone: (858) 205-0143

Email: johnw@weberswater.com

weberswater.com



August 4, 2023

Regional Water Authority
2295 Gateway Oaks Drive, Suite 100
Sacramento, CA 95833

Dear Amy Talbot,

Thank you for the opportunity to present this proposal for the Regional Water Authority's (RWA) Sacramento Regional Indoor Direct Install Project - Phase 2.

Outlined in this proposal you will find documentation demonstrating that Webers Water Conservation, Inc. (WWC) meets all qualifications required in RWA's Request for Proposal (RFP). WWC has reviewed, understands, and fully agrees to RWA's Standard Service Agreement presented with the RFP. We do not intend to use any subcontractors in the performance of this project.

As the contractor selected to provide the services for RWA's initial phase of the Sacramento Regional Indoor Direct Install Project, it is WWC's intent to seamlessly integrate these efforts and services into Phase 2 of the Project. The principals at WWC have over 17 years of experience working with water utilities in California on water conservation programs. Webers Water Conservation, Inc. is excited to present our vision and expertise for the continuation of this project by:

- Providing unparalleled customer service and support to RWA, its associated agencies, and program participants;
- Deploying a Marketing & Outreach team, familiar with the service area, that will continue to generate project participation;
- Quickly and efficiently scheduling projects;
- Installing high-quality fixtures that deliver sustainable, measurable results;
- Communicating openly with RWA staff and its associated agencies;
- Continually updating RWA with reports and invoices;
- Completing all 20,240 installations well ahead of schedule;
- Delivering a program committed to water use efficiency that exceeds program objectives.

Webers Water Conservation, Inc. is registered with the State of California's Department of Industrial Relations as a Public Works Contractor, is certified as a Women Business Enterprise (WBE) by the CPUS's Supplier Clearinghouse, and is recognized by California's Department of General Services as a Small Business for Public Works and Small Business (Micro).

John Weber, Project Manager, can be contacted directly at (858) 205-0143 or johnw@weberswater to schedule a time to meet and further discuss the way WWC will be able to successfully fulfill the Regional Water Authority's program objectives.

Sincerely,

A handwritten signature in black ink that reads 'Renee Lyn Piper'.

Renee Lyn Piper, President
Webers Water Conservation, Inc. reneew@weberswater.com

243 Mangano Circle, Encinitas, CA 92024
Phone: (858) 205-0143

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Contractor Profile

Webers Water Conservation, Inc.

Webers Water Conservation, Inc. (WWC) specializes in working with water utilities, property owners and real estate management organizations on plumbing fixture direct installation programs, commercial and residential water audits, and ensuring that the products and services provided deliver customer oriented, sustainable results. WWC officers, Renee Lyn Piper, President and John Weber, Secretary will oversee all aspects of RWA's Direct Install Project. Furthermore, they will ensure that RWA, its interest, and its associated agencies are represented with integrity and that all program objectives are achieved.

Webers Water Conservation, Inc.

CLSB#	1080085 C-36 (Plumbing)
CA DIR#	1000816827
CA DGS ID#	2022702 SB(Micro) SB-PW
WBE VON#	21000202 (CPUC-Supplier Clearinghouse)

WWC's officers have over 17 years of experience working with water utilities throughout the State of California on water conservation programs. As a micro small business, our professional administrative staff works hand in hand with our technical installation team to deliver superior results. This team possesses the knowledge skills and abilities necessary to successfully achieve RWA's customers service and water conservation goals for the Direct Install Project. The following is a sampling of organizations we have worked with:

- [Regional Water Authority \(Sacramento Regional Indoor Direct Install Project-Phase 1\)](#)
- [Golden State Water Company](#)
- [California American Water](#)
- [California Courts-The Judicial Branch of California](#)
- [West Basin Municipal Water District](#)
- [Solano County Water Agency](#)
- [Meggit Defense Systems, Inc.](#)
- [City of Culver City](#)
- [Pride Industries](#)
- [Richard Heath and Associates](#)
- [Hospitality Ownership Groups](#)
- [Multi-Family Ownership Groups](#)
- [Single-Family Homeowners](#)
- [HOA / Mobile Home Organizations](#)

WWC's primary office in Encinitas, CA will serve as the location for most administrative services including project scheduling, logistic organization, customer service, reporting, and invoicing. We will utilize our partners warehouse in Benicia, CA to support physical product inventory, logistical coordination, and to ensure fixture availability through the duration of the project.

WWC has a well-earned reputation for fulfilling commitments and delivering results. Contractual obligations have always been fulfilled by WWC without termination or default. WWC is a stable organization with the vision, financial strength, personnel and infrastructure required to successfully complete RWA's Project on time, and within budget to the highest professional standards.

WWC has negotiated to extend the agreements with the following groups and organizations in an effort to seamlessly provide the services in our proposal. These organizations have agreed to maintain pricing through Phase 2 of the Project.

Contractor Profile

Niagara Conservation, Corp.

Niagara is the leading manufacturer of water conserving toilets, showerheads and aerators. In 2009, they launched the game changing Niagara Stealth toilet that uses just 0.8 gallons of water per flush. The patented Stealth Technology® provides a powerful flush that is ultra-quiet and perfect for multifamily applications.

In 2022, Niagara disrupted the market by launching an even bolder and better performing “PRO Line” of toilets. This entire line is backed by Niagara’s industry leading 15 year warranty on internal tank components and a limited lifetime warranty on the vitreous china. (See **Attachment A**, warranty card for details)

As part of our collaboration with Niagara for the continuation of RWA’s Direct Install Project, and in anticipation of installing many Niagara fixtures, Niagara has committed to ensuring enough toilets, showerheads, and aerators will be available in the local marketplace. Additionally, Niagara is dedicated to enhancing our customer service pledge by offering long-term support to customers that receive their toilets. On-site product training for maintenance teams will be available and larger properties will receive a supply of complimentary replacement parts to have on location.

All customers that receive Niagara fixtures will benefit from Niagara’s industry leading warranty, superb technical support team, and they will be able to order replacement parts, free of charge, through Niagara’s web portal: <https://niagaracorp.com/support/>



R.D. Kincaide, Inc.

R.D. Kincaide is a well-established manufacturer’s representative in Northern California and Nevada. In addition to representing Niagara Corp., R.D. Kincaide is also the representative for a number of ancillary plumbing supplies that will be used for fixture installations. R.D. Kincaide has a robust sales team that has long term relationships with key decision makers. This sales team will enhance WWC’s marketing and outreach efforts by providing clients with information on RWA’s Direct Install Project. R.D. Kincaide’s 8,000 square foot warehouse, conveniently located in Benicia, CA will help support and maintain a local inventory of fixtures and spare parts for the project.

Pace Supply, Corp.

Pace Supply, Corp. is a leading wholesale distributor of plumbing supplies in the Sacramento area and will serve as WWC’s primary retail partner for RWA’s Project. Pace has committed to having an in-stock supply of toilets, urinals, toilet seats, wax rings, water supply lines, and other parts that will be necessary for the Direct Install Project. In addition to maintaining stock of the necessary products at their five (5) Sacramento area locations, they will maintain a larger inventory of parts and fixtures at their distribution center in Stockton, CA. Product in the Stockton Distribution Center can be available on a same-day or next-day basis. In addition to having parts and fixtures available for this project, Pace can and will deliver fixtures directly to properties based on advanced scheduling and property needs. Pace Supply, Corp. has a motivated team of sales representatives that call on numerous customers throughout the Sacramento area, including multi-family properties, hospitality groups, school districts, government entities and a host of others. If approved by RWA, the Pace sales team will provide their clients with information on this project to assist with our marketing and outreach efforts. Additionally, Pace would be open to posting or having information on the program available for their customers at their retail locations.

Contractor Profile

Capstone Consulting Services, Inc.

WWC has retained the third-party services of Capstone Consulting Services, Inc. to ensure adherence with all Prevailing Wage and Labor Law requirements. When it comes to the State of California's Prevailing Wage and Labor Laws, a small innocuous mistake or oversight can lead to an entire project being brought to a halt, fines, investigations, and audits. That sounds horrible! WWC has never gone through anything like that and we intend to keep it that way. Therefore, we retained Capstone Consulting Services to protect our interests and the interest of all parties involved with RWA's Direct Install Projects.

Capstone Consulting Services include:

- Determining the applicable prevailing wage;
- Confirming that proper wages are being paid;
- Producing compliant documentation such as DAS 140/142 apprenticeship forms, certified payroll reports, and electronic certified payroll;
- Ensuring labor laws and apprenticeship requirements are being followed;
- Collecting and reviewing supporting compliance documentation for accuracy prior to submission to labor compliance companies or State and Federal agencies;
- On-Site training for contractors;
- Expert assistance through DLSE investigations and complaints;
- OCIP & CCIP insurance reporting for public and private construction projects;
- Human Resources consulting.

Staff Qualifications

Renee Lyn Piper and John Weber, Principals, Webers Water Conservation, Inc.

Renee is a multifaceted powerhouse. Some call her a superhero. John is a workhorse who prides himself on attention to detail and his passion for excellence. Together Renee and John will oversee all aspects of projects administered by Webers Water Conservation, Inc. (WWC). This dream team has a demonstrated ability to lead, a demand for complete customer satisfaction and a knack for allocating resources that will result in delivering an outstanding and successful Direct Install Project for Sacramento's Regional Water Authority.

Renee Lyn Piper, President



Renee earned a Bachelor's Degree from California State University, San Marcos in Nursing. She has over two decades of experience running client-oriented teams of results-focused professionals. Her experience in organizational oversight, multi-channel procurement, and achieving results in life altering situations has lead to her newest passion project, WWC. Her clients attest to her track record excelling in dynamic, demanding environments while remaining pragmatic and focused. In addition to overseeing all aspects of RWA's Direct Install Project, she will be an integral part of the marketing and outreach team, she will visit job-sites to inspect workmanship, visit with property managers to make sure her installation crews are providing courteous professional services, and of course she will ensure all safety precautions are being followed. And, there is a good chance she will deliver lunch and/or homemade cookies to the installation crews. Renee's most recent successes have included working on and securing program participants for projects with Golden State Water Company and Irvine Ranch Water District.

John Weber, Secretary/Project Manager



John will be WWC's Program Manager, Chief Point-of-Contact, and will report directly to RWA's Program Manager for the Direct Installation Project. It is anticipated that upwards of 75% of John's time will be dedicated to working directly on this project from inception through completion. Although the exact time ratio will fluctuate, John will dedicate the resources and staff necessary to fulfill our commitments to RWA and the Project. While working for a previous employer, John spent nearly 10 years working with several RWA member agencies on various direct install and leak detection programs. He has in-depth knowledge, notes, and contacts pertaining to existing toilet stock in several key areas. In addition to securing participants for the project, John will be responsible for scheduling, procuring product, and project reporting.

Chansamon Cruz, Senior Accountant/Bookkeeper



Chansamon is WWC's Senior Accountant and professional Bookkeeper. She has over 10 years of accounting experience in the construction industry. Her strong background in payroll, reconciling, accrual statements, and financial reporting helps maintain the companies financial strength and stability. Her attention to detail, commitment to excellence, and superb technical skills have proven extremely valuable to WWC and the clients we serve. Chansamon will review all reporting and billing, ensuring accuracy, before submitting to RWA. She will also coordinate to ensure all certified payroll and associated forms and reports are accurate using QuickBooks, Excel, Word, and Outlook.

Alan Maple, Armando Bermudez, and Cesar Viramontez, The A-Team



These guys are truly AWESOME! That's why we refer to them as the A-Team. Each of these individuals have been professionally installing toilets for over 15 years. From single-family homes, to apartment buildings, to schools, to government institutions, even professional and semi-pro stadiums. They have successfully installed toilets and associated fixtures in almost any circumstance you can imagine. However, it goes beyond just installing fixtures. They are outstanding individuals and they provide the most amazing customer service. They are professional, they are courteous, and they go above and beyond the call of duty every day. They have in-depth experience working with apprentices. They understand how to welcome our apprentices to the job site, provide them with company uniforms, tools, and safety training. We do everything possible so that the time each apprentice spends with us helps lead to a successful career.

Past Experience and References

California American Water, Single-Family Water Coordination Program

Team:	Budget/Date:	References:
Webers Water Conservation, Inc. (Sub)	\$68,000.00	California American Water Patrick Pils, Sr. Mgr. Field Operations (619) 446-7483 patrick.pils@amwater.com 655 West Broadway, Ste. 1410 San Diego, CA 92101
Richard Heath & Associates (Prime)	August, 2021—December, 2022	Richard Heath & Associates Jacob Kearney, Project Manager (559) 214-1935 jkearney@rhainc.com 590 W. Locust Avenue, Ste. 103 Fresno, CA 93650

The objective of this program was to serve approximately 130 low-income California American Water (CalAm) customers throughout their San Diego District. All program goals, assessments, installations, and final reporting was completed by July, 2022, six (6) months ahead of schedule. The program included marketing and outreach to potential customers, scheduling and conducting preliminary assessments, and installing Premium High-Efficiency Toilets (0.8gpf).

Preliminary assessments included evaluating toilets for replacement eligibility. Existing toilets that used 1.6gpf or greater qualified to be replaced with new Niagara Stealth 0.8gpf toilets. Existing toilets that did not qualify for replacement were evaluated for potential leaks, including the use of a Dye Tab Test. Toilets exhibiting signs of leakage were further evaluated and leaks were repaired to the greatest extent practicable, including replacement of flappers and/or fill valves. Toilets that were not able to be repaired were reported to CalAm and considered for replacement on a case by case basis.

Each customer received a basic Outdoor Assessment and Meter Check. The assessment included a visual inspection of the exterior of the home to identify and notify homeowners of any apparent leaks along with recommendations for repairing any such leaks. Furthermore, we would identify, record, and notify customers if there was evidence of water wastage such as standing water, wet spots, or green patches in non-irrigated areas. When all installations and repairs were complete, we would ensure all water using appliances were not in use and we would conduct a Meter Check. If the meter showed signs of movement we would try to identify the source of the leak. We documented all findings and provide recommendations for repair.

Each program participant received a CalAm supplied giveaway kit that consisted of shower timers, a hose nozzle, high-efficiency showerheads, aerators, a copy of the Practical Plumbing Handbook, and a CalAm informational postcard. We provided homeowners with strategies on how to use water as efficiently as possible, explained the contents of the giveaway kit, and discussed the results of the assessment. If the customers received new toilets, we provided them with the manufacturer's warranty information, ways to obtain replacement parts, showed them how to register their new fixtures with Niagara, and gave them our warranty card with contact information should follow up service be needed.

Past Experience and References

Golden State Water Company, CII-MF Direct Install Project

Team:

Webers Water Conservation, Inc.

Budget/Date:

\$250,000—\$500,000

Ongoing

References:

Golden State Water Company
Matt Puffer
Water Conservation Analyst
(909) 394-3600
mpuffer@gswater.com
460 East Foothill Boulevard
San Dimas, CA 91773

In an ongoing partnership with Golden State Water Company, Webers Water Conservation, Inc. helps identify properties that have the potential for significant water savings by retrofitting old inefficient fixtures with new Premium High-Efficiency Toilets, along with showerheads and aerators. We present opportunities to Golden State for evaluation and approval. When a project is deemed feasible by Golden State, the fixtures and installation services are provided at no cost to the participants.

It is our goal at WWC to be flexible and to have the ability to adjust our services and pivot to fulfill whatever needs our partners may have. Golden State has numerous service areas throughout the state. Each service area has unique water conservation needs and requirements. Each service area also has a different client base with specific demands. As such, we collaborate with Golden State and find innovative ways to implement projects that meet the needs and fulfill the objectives necessary in specific areas.

Most recently we deployed a pilot project targeting smaller multi-family property owners. These types of properties often do not participate in direct install programs because the owners are insulated and difficult to reach. There are no on-site managers and most management companies do not share this type of information with the actual owner. We developed a way to contact the owners directly and presented them with an opportunity that they felt was too good to be true. In full disclosure, we feel that the initial phase of the pilot was only mildly successful. We were hoping for a greater number of participants. However, the clients that did take advantage of the opportunity absolutely loved the program, the products installed, and the water savings they are achieving. We look forward to working with Golden State on expanding this pilot, tweaking our approach, and launching the second phase.



Past Experience and References

Irvine Ranch Water District, WaterStar Business Program

Team:

Webers Water Conservation, Inc.

Budget/Date:

\$150,000.00

Ongoing

References:

Irvine Ranch Water District
Allan Pascual, Water Efficiency
Specialist
(949) 453-5429
pascual@irwd.com
15600 Sand Canyon Avenue
Irvine, CA 92619

Webers Water Conservation (WWC) has worked with Irvine Ranch Water District (IRWD) on their Water Star Business Recognition Program for a number of years. WWC promotes the program to local businesses, helps identify water saving opportunities, conducts indoor water use surveys for customers, assists clients with submit applications, and installs water saving fixtures such as High-Efficiency toilets, showerheads, and faucet aerators.

WWC's efforts have helped the following businesses in Irvine, CA earn the prestigious IRWD WaterStar Certification:

- Hampton Inn Irvine East—Lake Forest
- Hilton Garden Inn Irvine East—Lake Forest
- Meggitt Defense Systems
- Cannon, Irvine
- Shady Canyon Gold Club
- Cucina Enoteca, Irvine
- Imuraya USA, Inc.



Past Experience and References

John Weber, 2006-2020

For over 14 years John Weber served as the Director of Business Development for Southwest Environmental, Inc. He was a proactive Environmental Program Manager and gained extensive knowledge of residential and commercial water use efficiency practices and retrofitting principles. Some of his achievements include:

- Researching new technologies and methods to provide water conservation recommendations to water utilities, homeowners and businesses;
- Promoting water use Efficiency to hundreds of multi-family ownership groups, businesses, and schools by giving comprehensive in-person presentations;
- Replying to RFPs from water utilities, securing over \$20,000,000 in funding for retrofit projects;
- Developing the company's Landscape Irrigation Auditing Program;
- Planning, managing, and implementing, strategies to successfully conduct pre-screening surveys;
- Scheduling and supervising toilet and urinal installation projects and landscape audits;
- Overseeing large scale fixture installations and ensuring compliance with Labor Law, Prevailing Wage, and all safety requirements;
- Compiling data and delivering final project reports to water utilities.

The following is a sampling of the organizations and conservation professionals that John has worked with:

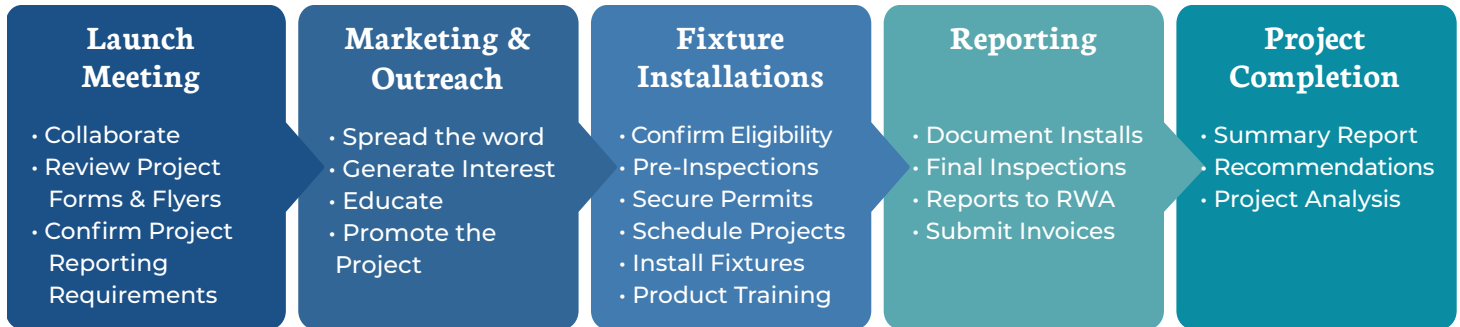
- Regional Water Authority, Amy Talbot
- City of Sacramento, William Granger
- Sacramento Suburban Water District, Greg Bundesen
- Solano County Water Agency, Andrew Florendo
- California Water Service Company, Ken Jenkins
- City of Santa Monica, Thomas Fleming
- A&N Technical Services, Inc., Dr. Thomas W. Chesnutt
- Valley Water, Karen Morvay Koppett
- Irvine Ranch Water District, Allan Pascual
- City of Santa Rosa, Claire Nordlie
- San Francisco Public Utilities Commission, Julie Ortiz
- Zone 7 Water Agency, Robyn Navarra
- Department of General Services, Florence Nonog
- Los Angeles Department of Water and Power, Mark Gentili
- Maureen Erbeznik and Associates, Maureen Erbeznik

If needed, contact information for any of these individuals or organizations will be happily provided upon request.

Tasks

Webers Water Conservation (WWC) encourages holding a “project continuation meeting”. In collaboration with RWA, our intent would be to integrate forms, flyers, and reporting requirements from Phase 1 of the project seamlessly into Phase 2 of the project. Topics for discussion during this meeting are noted below in Task 1: Marketing and Outreach.

The following graphic depicts the anticipated work-flow, highlighting the specific tasks necessary to fulfill the project agreement. WWC is committed to providing outstanding Customer Service to RWA, its associated agencies, and program participants through the duration of the program and beyond.



WWC will work diligently to deliver a completed project well ahead of the required timeline. Customer outreach and fixture installation will commence immediately upon being given a notice to proceed. We intend to install approximately 400 toilets/urinals per month, about 1,600 fixtures including showerheads and aerators. It is our goal to fulfill all contractual obligations by the end of 2024. This accelerated schedule will assist RWA and its associated agencies to achieve the primary goal of saving 1,997 million gallons of water over a 25-year lifetime.

Task 1: Marketing and Outreach

If selected as the contractor for RWA’s Direct Install Project, WWC encourages holding a “project continuation meeting”. Items for discussion that specifically pertain to the Marketing and Outreach section of our proposal would include incorporating any changes to the Participation Agreement, marketing materials, and reporting requirements. We would like to explore options for updating the internet based landing page to include a section where customers can submit their contact information, promote the project via social media, and send out direct mailings (both email and snail mail).

WWC has extensive experience marketing direct install projects to multi-family and commercial/institutional (CI) properties. The marketing strategy for Phase 1 of the Project focused on outreach to larger multi-family properties. This resulted in quickly identifying properties located in the required census tracts that had qualifying fixtures and will result in the funding for Phase 1 to be exhausted quickly. Through this effort, WWC has identified enough properties and qualifying fixtures to use more than double the funding available in Phase 1 of the Project. Thankfully there is additional funding available in Phase 2 of the Project. This will enable the properties that did not receive fixtures during the initial phase to be rolled into the second phase. In addition to continuing the marketing and outreach to multi-family properties, it is WWC’s intention to place an emphasis on outreach to schools, office buildings/complexes, and other commercial facilities that are substantial water users. Marketing and outreach methods will include:

- Door-to-door site visits to multi-family and CI properties with a focus on sites that are located in Census Blocks that were not eligible for Phase 1;
- Direct mailings (snail mail) and emails to property owners and managers;
- Working with properties that did not receive fixture during Phase 1 of the Project;

Tasks

- Re-engaging with properties known to have qualifying fixtures;
- Contacting existing clients that own properties in qualifying DAC and SDAC areas.

Renee Piper and John Weber will serve as WWC's primary marketing and outreach team. They will dedicate at least 50% of their time visiting multi-family and CI properties. They will verify pre-qualification requirements, follow up on all leads, and secure the necessary approvals, permits, and participation forms.

With approval from RWA, WWC will also leverage relationships with our manufacturing and retail partners to help promote the project. These partners have agreed to allow their sales teams to distribute program information and engage their clients as part of their day-to-day sales activities.

As integral members of the team that provided direct-install services for Phase 1 of the Project, Renee and John have extensive knowledge of the DAC service areas. They have notes and contact information for properties that qualify for and are interested in participating in this project. Advancing our relationships with these properties will be part of the initial marketing and outreach plan for Phase 2. Our experience shows that remaining in contact with these property representatives will result in continuity of the Project and maintaining a high volume of fixture installations.

If RWA or any of its associated agencies have customers they would like us to contact in regards to this project, WWC will make those customers a priority.

Task 2: Eligibility and Interior Water Use Surveys

Interior Water Use Surveys

WWC has read and understands the property eligibility requirements for this project. We have the tools and experience necessary to identify properties located in qualifying Census Block Disadvantaged Communities. We will conduct due diligence to ensure all program participants meet the program eligibility guidelines. When we have an eligible participant, we will present all documentation to RWA for confirmation of eligibility before commencement of work. Verifying participant eligibility will be completed by:

- Ensuring properties are in a DAC or SDAC Census Block as defined by the mapping tool presented in the RFP or as otherwise determined by RWA;
- Confirming properties are multi-family or CI and have at least five (5) dwellings or toilets/urinals in need of replacement;
- Conducting in-person pre-inspections to make sure existing fixtures meet the flow requirements for replacement; (Existing toilets must be at least 3.5gpf or be verified non-performing 1.6gpf)
- Obtaining copies of current water bills for each property;
- Collecting signed Program Participation Forms;
- Securing permits as required.

As part of the Participant Verification process, WWC will conduct pre-inspections to gather information on the existing fixtures. WWC will measure the flow rates of toilets, urinals, showerheads, and aerators. If fixtures are eligible for replacement, we will work with the property representative to identify the best High-Efficiency fixtures to install for that specific property and the population it supports. We take into consideration residential or commercial implications, round, elongated, and ADA toilet bowls, special circumstances such as banjo counters and 10" rough-in requirements, and we look for and discuss any preexisting conditions that may prevent a successful installation or the ability of the existing infrastructure to support High-Efficiency fixture upgrades. In an effort to minimize disturbing residents, we typically pre-inspect about 10% of multi-family units. Depending on the configuration of CI properties, we typically pre-inspect 50%-100% of the restrooms.

Tasks

When all information is gathered and RWA confirms that a site qualifies, WWC will coordinate an installation schedule with the property representative. We will accommodate the customer's preference and scheduling needs. We will work with our suppliers to procure the necessary fixtures and we will deploy our team of professional installers to get the job done. Prior to installing new fixtures, each fixture will be evaluated for retrofit eligibility. We will document and provide RWA with reports containing information on the existing fixtures including make and model, flow rates, and the dates fixtures were manufactured. Reports will also include corresponding information for the new fixtures. These data sets/reports will be inclusive of fixtures that qualify for retrofit and those that do not qualify. Only fixtures meeting program eligibility guidelines will be replaced. These **fixture eligibility requirements** include:

- **Toilets: 3.5 gallons per flush or more (or verified non-performing 1.6gpf);**
- **Urinals: 1.0 gallons per flush or more;**
- **Showerheads: 2.0 gallons per minute or more;**
- **Kitchen and Bath Aerators: as appropriate.**
- **All new fixtures will carry the WaterSense Label and meet the Fixture Requirements discussed in Task 5**

Several methods for measuring the flow volume of existing toilets will be utilized. Initially, we look for markings on the bowl and tank that indicate a prescribed flow volume, i.e. 1.6/3.5. If no such markings are visible, we look for a date stamped on the inside of the toilet tank that indicates the year the fixture was manufactured. If we are able to identify a date stamp we assume toilets manufactured after 1994 are low-flow, and those with a date stamp before 1994 as 3.5gpf or greater. In an effort to provide as much data as possible to RWA, and even when markings are visible on toilets, we may utilize our T-5 Flushometer to get more precise measurements of the actual flush volume. We will work with RWA to determine methods and indicators that would represent a "nonperforming 1.6gpf toilet" and we will obtain authorization for any such replacements before new toilets would be installed.

Flushometer/commercial type toilets and urinals will be measured for flow volume by identifying visual indicators, measuring the length of time the fixtures flush or, if necessary, estimate flow rate based on the experience of looking at and identifying thousands of toilets and urinals over the course of a career. Most of these fixtures and associated flushometers have markings that indicate the prescribed flush volume. When markings are not available we turn to a timed measurement. Operating under normal pressure, a flushometer toilet using 1.6gpf will flush for about four (4) seconds, where as a 3.5gpf toilet will flush for about eight (8) seconds. Similar timing methods can be associated with urinals based on the size and style of the urinal.

Showerheads and aerators will also be evaluated for flow volume. If there are no markings on the fixtures indicating the flow rate, a flow-bag test will be conducted. This is performed by turning on the water at full volume, filling a flow-bag for ten (10) seconds, then multiplying the measured volume of water by six (6). The result represents the volume of water used, in gallons per minute (gpm).

All data collected will be compiled in a user-friendly format and reported to RWA.

Task 3: Customer Service

Customer service is ongoing and always a top priority for WWC. We are dedicated to providing RWA, its associated agencies and program participants, the highest level of customer service throughout and beyond the completion of the project. This is achieved by quickly and clearly responding to emails, phone calls, texts or other inquiries, providing effective solutions, having staff available to assist in whatever way is necessary, and planning and being prepared to deliver the products and services promised. We treat people with dignity and respect, we incorporate compassion and understanding in everything we do, and we are nice to people.

John Weber will serve as the primary point of contact for all customer service inquiries. His personal mobile phone number along with his email address will be provided to all stakeholders and program participants. He will be available to field calls virtually 24/7. He will also communicate via text message and/or email if that is the customers preference. He will respond to and/or return all calls, texts and emails as soon as possible. If he is not

Tasks

available for immediate assistance he will ensure that all communications are responded to within one business day. Bilingual assistance will be provided as needed. If this seems like a daunting task for one person, rest assured, John has the capacity to handle it. A few months ago, while managing a program for a water district his phone number was inadvertently published for a statewide program. He received over 500 calls in just a few days. He successfully communicated program details and routed customers to the correct point of contact. He did all this while maintaining relations and scheduling the customers for which WWC was responsible.

WWC will ensure that all program participants meet the specific program criteria as outlined in Task 2 (Eligibility and Interior Water use Surveys). Furthermore, we will provide customers with the information outlined in Tasks 5 and 6 (Fixture Information and Installation Services).

WWC will make all reasonable efforts to accommodate customers preferences and needs in regards to scheduling, including pre-installation site visits and surveys, as well as conducting fixture installation work. We will do everything possible to schedule each project within 30 days from when the customer requests installation unless otherwise requested by the customer. WWC will be solely responsible for obtaining all necessary permits, fees, and authorizations prior to starting any work. Scheduling of projects and fixture installations will be completed in a timely manner.

WWC recognizes the necessity to provide exceptional and prompt follow-up support. Should customers require follow-up service we will work with them to ensure all issues are resolved to the complete satisfaction of the customer and RWA.

Every customer will be provided with WWC's Product and Service Warranty card. This card outlines our one year workmanship guarantee, it includes the date of fixture installation, the name of the installer, the make and model number of the fixtures installed, and has instructions for requesting follow-up support. Additionally, WWC will assist customers needing support relating to the manufacturer's warranty. These manufacturer's warranties are typically 3 to 15 years, depending on the fixtures installed. We are more than happy to work with RWA to customize this Warranty Card for the specific purposes of this project. See sample Product and Service Warranty Card as **Attachment B**.

Task 4: Permitting

Prior to commencement of work, WWC will secure plumbing permits, as required, from various city and county planning and building departments for each proposed installation. WWC will also schedule all final inspections, as required, by city and/or county inspectors in accordance with the permitting process outlined by that agency.

WWC will provide a copy of the approved permit and final inspection, as necessary, with monthly invoices and applications.

Task 5: Fixtures

WWC is committed to providing products and services that function exceptionally well, remain in use for the duration of their lifecycle (25 years) and deliver reliable water savings. All products presented along with this proposal have a proven track record and will bear the aforementioned results.

All fixtures proposed carry the WaterSense Label, meet the required flow volumes, and the toilets meet or exceed the minimum acceptable MaP score of 600 grams.

WWC is pleased to present RWA with a program that will feature our exclusive White Glove Services along with innovative water conservation solutions. This package will deliver a system that seamlessly helps RWA achieve its goal of saving 1,997 million gallons of water over the next 25 years as well as help property owners improve their water use efficiency and lower their water bills.

Included with the Fee Schedule are fixtures that should accommodate most installation circumstances. If we come across a situation where it is determined that a property needs a fixture that is not include in the Fee Schedule,

Tasks

WWC will present RWA with alternate fixtures and pricing to accommodate such installations. WWC will not install alternate fixtures without the written consent of RWA. The Fee Schedule includes:

- 0.8gpf round, elongated and ADA toilet models (gravity flush)
- 1.1gpf round, elongated and ADA toilet models (gravity flush)
- 1.28gpf round, elongated and ADA toilet models (gravity flush)
- 1.0gpf elongated and ADA toilet models (pressure assist)
- 1.28gpf elongated and ADA, floor-mount, commercial flushvalve toilets
- 1.28gpf wall-hung, commercial flushvalve toilets
- 0.125gpf urinals
- 1.5gpf showerheads (wall-mount and handheld)
- 0.5-1.5gpm faucet aerators
- Angle Stop Replacement
- Flange Repair and Replacement

WWC will be responsible for procuring, warehousing, maintaining inventory control, transporting, distributing, and installing all fixtures along with all ancillary parts. Materials include at a minimum:

- Toilets, urinals, flushvalves, seats, wax rings, brass flange bolts, water supply lines and angle stops
- Showerheads and Teflon tape;
- Variety of aerators to accommodate various faucet models

All internal toilet parts (or fully compatible alternative parts) are readily available from the toilet manufacturer or the manufacturer's representative, and are available at local area hardware stores or plumbing supply outlets. Specific locations, addresses, and phone numbers can be provided upon request. Parts are typically available at any Home Depot, Lowes, Pace Supply, and Ferguson locations.

Task 6: Installation Services

WWC, a C-36, California Licensed Plumbing Contractor (License # 1080085) will provide all fixtures and professional installation services for the duration of this project. All fixture installations will be per the manufacturer's recommendations and will meet all applicable codes and regulations. This includes ensuring all ADA requirements are fulfilled and installed according to code. WWC will secure all necessary inspections, permits, and authorizations prior to the commencement of any work.

All fixture installations shall be conducted by WWC employed plumbers wearing company issued uniforms. All work will be performed in a safe, courteous, and professional manner.

Installations will only take place under safe and normal conditions. Prior to performing any work, WWC will inspect each site to ensure that fixtures can be installed successfully, and that new fixtures will function properly. Both static and dynamic water pressure will be measured, mounting surfaces will be inspected, and the ability of the existing infrastructure to effectively remove waste with a reduced flow of water will be considered.

If a site is deemed to have abnormal conditions, the property owner or representative, and RWA will receive a written description of the items to be corrected. WWC will not be able to install new fixtures until all abnormal conditions are corrected by the property owner. If work is required to correct these issues, the property owner will have the option of declining participation, correcting the problem, or hiring WWC to make the repairs. If WWC makes the repairs for the customer, at the customer's expense, WWC will provide a copy of the paid invoice to RWA.

Tasks

WWC guarantees all workmanship for a period of one year from the date of installation. (**See Attachment B:** WWC's Product and Service Warranty Card) Furthermore, WWC will work with participants to obtain manufacturers warranty services as needed through the duration of the manufacturers warranty, typically 3 to 15 years depending on fixture.

WWC is familiar with and will abide by all Laws and Regulations pertaining to work performed under the scope of the project. WWC will comply with all applicable federal, state, and local laws, rules and regulations affecting such work, specifically including but not limited to environmental, labor, prevailing wage laws, procurement and safety, relevant state laws and local ordinances for installing toilets, urinals, showerheads, and aerators.

WWC has retained Capstone Consulting Services, LLC., an industry leader in prevailing wage compliance. Capstone provides high-level support and knowledge in prevailing wage forms and requirements for publicly funded construction projects. They will assist with ongoing prevailing wage consulting to make sure that the correct wages are paid to all workers, that all state and federal forms are filled out correctly, and certified payroll reports are accurate and submitted on time.

All fixtures and installation services will be provided at no cost to participants. WWC will not in any way attempt to "up-sell" or charge participants for additional services. We will ensure all sites are left clean and clear of all debris, packing materials, and old fixtures.

Detailed cost information is included with this proposal and can be found in the **Fee Schedule**.

Task 7: Toilet Recycling/Disposal

All old materials will be recycled/disposed of by a licensed and certified recycling/disposal company. WWC will provide RWA with documentation showing materials were recycled/disposed of and include such receipts along with invoices. All materials that can be recycled including vitreous china, ferrous metals, plastics, cardboard, and pallets will be recycled to the greatest extent possible.

Recycling/disposal work will be managed and conducted in a safe manner observing all necessary employee safety measures and legal requirements.

Task 8: Installation Inspections

It is understood that RWA will conduct random installation inspections. WWC will provide RWA with any and all contact information available to assist RWA in the scheduling of inspections. WWC also welcomes RWA or any of its representatives to visit job sites during fixture installations to observe the work being performed and to verify installations are being completed in accordance to the terms of the agreement. Also, as silly as it sounds, watching the crews install 20-50 toilets in one day is pretty cool and we are really proud of the work they do.

WWC further understands that any irregularities noticed in the course of the installation review or inaccurate or partially completed information on the application, will result in the processing of invoices to be suspended until the irregularity is remedied by WWC to the complete satisfaction of RWA.

Task 9: Project Reporting and Billing

WWC will maintain an up-to-date database of all program activity including customer contact information, pre-screening results, installation data, and other relevant details. This data will be provided to RWA on a monthly basis in a Monthly Project Report (Microsoft Excel) or as otherwise required by RWA. All information will be confidential. WWC will invoice RWA only for work completed.

REPORTING:

WWC will be responsible for reconciling all inspections, permitting, and recycling/disposal statistics, and provide it to RWA in a comprehensive Monthly Project Report. This report will include monthly and cumulative participating

Tasks

customer sites and installation information. The report will be submitted to RWA's Program Manager within five (5) working days of the close of each month. Monthly reporting will continue through the last fixture installation of the project. WWC will provide follow-up quarterly reports of participants requesting or receiving warranty (parts or labor) services for fixtures installed throughout the program.

Reporting data will include but is not limited to:

- Customer name, address, and phone number;
- Water Supplier, and customer account number(s);
- Site Survey Assessment;
- Number and types of fixtures installed;
- Make and Model of each fixture installed;
- Date of installation;
- Copy of project application;
- Permits and/or approvals (as necessary);
- Recycling/disposal receipts.

WWC understands that RWA may modify the reporting requirements in an effort to improve the reporting process.

INVOICE BILLING:

On a monthly basis, WWC will invoice RWA for all installations completed during the previous billing period. Charges on the invoice will be on a per unit basis for each fixture installed in accordance with the charges quoted in the final agreement. In addition to the invoice, WWC will submit a Monthly Project Report listing each installation and any supporting documents. WWC understands that RWA reserves the right to withhold payments if WWC fails to meet the reporting, invoicing, or installation requirements. Furthermore, WWC understands that payment will be withheld until deficiencies are corrected to the complete satisfaction of RWA.

All data, documents, discussions, or other information developed or received by WWC in the performance of the agreement for the work will be the property of RWA and will not be disclosed to any person, except as authorized by RWA, or as required by law. All reports, documents, or other materials developed or discovered by WWC or any other person engaged directly or indirectly by WWC to perform services, shall be and remain the property of RWA without restriction or limitation upon their use.

FINAL REPORT:

WWC will prepare and submit a Final Report on or before April 1, 2026. This report will contain a comprehensive summary of all program activity, the number and type of fixtures installed, participation information, and be organized by the water supplier. In the event that the project is completed ahead of schedule, WWC will ensure the Final Report is submitted to RWA within four (4) weeks of the last fixture installation. In the event that the program is extended, the reporting deadlines may be modified by RWA.

DATABASE SUBMITTAL:

WWC will provide RWA with a copy of all databases/spreadsheets and all computer files generated by WWC related to the project on a monthly basis with each invoice and with the Final Report submission. RWA will provide an example of the preferred reporting format and contents to WWC prior to the start of the project. WWC understands that RWA reserves the right to modify the data required, based on a greater understanding of the project data collection needs and associated grant reporting requirements.

Tasks

Proposed Schedule

Webers Water Conservation, Inc. (WWC) is prepared to provide the services requested by the Regional Water Authority (RWA) and deliver sustainable water savings by administering the Sacramento Regional Direct Install Project Phase 2. We will design, develop, and implement all phases of the program and begin conducting Interior Water Use Surveys and installing fixtures as soon as September, 2023, or when given notice to proceed by RWA.

WWC will work directly with RWA to develop marketing and outreach materials, a Program Participation Form, and a system to quickly and efficiently qualify potential participants. WWC has the administrative staff and field personnel to successfully deliver a completed program by December 2025.

The below project schedule outlines the goals and tasks for the project as set forth by RWA.

PROGRAM SCHEDULE

Firm Selected by RWA	September 2023
Project Development (Marketing materials, forms, etc.)	September 2023
Selected Firm Approved by RWA Board	September 2023
Marketing and Outreach	September 2023—November 2025
Interior Surveys and Fixture Installations	September 2023—November 2025
Monthly Reporting	September 2023—November 2025
Final Project Report	April 2026
Complete all Phase I Installations	December 2023

Project Component	2023				2024	2025	2026
	Sep	Oct	Nov	Dec	Jan-Dec	Jan-Dec	Jan
Firm Selected by RWA							
Program Development (marketing materials, forms, etc.)							
Selected Firm Approved by RWA Board							
Marketing and Outreach							
Interior Surveys and Fixture Installations							
Monthly Reporting							
Final Project Report							
Complete all Phase I Installations							

WWC will develop and maintain meticulous data collection methods ensuring that all project activity is captured, clearly defined, and easily accessible. This database will be continually maintained, up-to-date, and provided to RWA as part of the Monthly Project Report or as requested by RWA.

WWC's commitment to customer service is always a top priority. We are dedicated to ensuring that RWA, its associated agencies, and project participants receive the highest quality and most expeditious customer service. When situations arise that require special attention, we guarantee that a resolution will be reached to the complete satisfaction of RWA and the project participants.

Project Expansion Opportunities

As a Small Business Enterprise (Micro), WWC prides itself on having the ability and willingness to quickly adjust the services we provide in order to fulfill the needs of the customers we serve, to expand upon project successes, and/or to experiment with new ideas and technology. The following are a few proven examples of project expansions that have resulted in additional water savings and customer engagement.

Promoting Project Successes/Bragging Rights:

Imagine this scenario: A water agency works really hard to get a project funded, approved, up and running, and finally implemented. Once the project is launched, the team works to find qualifying participants, and fixtures get installed. A plumbing contractor works at a property for a week, installs 100 toilets, says thank you, and moves on to the next set of installations. We are missing a HUGE opportunity. We just upgraded a property, for free, that will help them save over 1 Million gallons of water a year. Let's brag about this!

Mandy Love Creative, WWC, RWA, and any interested stakeholder can collaborate to design promotional pieces that celebrate these.

The possibilities are endless. These are completely customizable, simple, straight forward and effective.



- Formattable for print, social media, email, and/or websites;
- Share with tenants, residents, guests, other property owners;
- Acknowledge Credit;
 - » State Department of Water Resources
 - » Regional Water Authority
 - » Water Retailer
- Properties promote their water savings ;
- Photos and key statistics are specific to each property.

Attachment C is a sample of a **Mandy Love Creative** and WWC collaboration for a multi-family project. The property owner sent this piece to the residents as an explanation of the project and a "Thank You" for allowing plumbers into their homes. It was published on the properties website and social media feeds and they shared it with other property managers within the company portfolio.

MANDY LOVE CREATIVE

Mandy Love is a Marketing and Design Specialist with over 18 years of branded product and design management experience. She excels at leading cross-disciplinary design teams and adds value by connecting people with brands in meaningful ways. Mandy is driven by new challenges and excels in marketing design, team building, conceptual thinking, strategy, art direction, developing project scope (budget, timelines, and schedules) and building client relationships.

Estimate: The cost to produce these types of pieces is approximately \$750, depending on specific requirements, content, and time spent on the project.

Project Expansion Opportunities

SINGLE-FAMILY INSTALLATIONS:

WWC would be happy to work with RWA and/or any of the affiliated agencies to develop a program that expands upon the Direct Install Project to include single-family homes, home owner associations, and mobile home parks. These types of projects typically include leak-detection and can include outdoor devices such as the installation of Weather Based Irrigation Controllers, and High-Efficiency Sprinkler Nozzles. Our experience shows that it is most effective to partner with a water retailer when working with single-family properties. The water retailer has a direct relationship with these customers and has the ability to provide marketing assistance and customer lists. Additionally, it is a nice opportunity to provide the home owners with a “give away kit” that includes other water conservation items such as hose nozzles.

Estimate: The fixture costs for a single-family program would be similar to those reflected in this proposal. Installation costs would depend on prevailing wage requirements, the scope of the services to be provided, and the anticipated volume of customers to be served.

TOILET FLOW MONITORING AND LEAK DETECTION:

It is estimated that at any given time, at least 20% of all toilets in the United States are leaking. Leaking toilets are the #1 cause of water loss for multi-family properties. Assuming this is true, which it probably is (when inspecting toilets for retrofit eligibility we typically noticed about 20% of them leaking), there is a huge opportunity for water savings.

It is said that necessity is the mother of innovation. It is essential that we find a way to identify and stop these leaks. Thankfully, technology has been developed to help us do just that. **Sensor Industries** developed patented technology that notifies property owners of leaking toilets even if tenants or guests do not report it. SI-Toilet and SI-Flood Sensors are installed on toilets or near water using appliances. These sensors are connected to a wireless mesh network and send notifications when there is a leak or a potential problem. Visit Sensor Industries website for detailed information: <https://www.sensorindustries.com/>

This is a great option to offer customers that have existing toilets that do not qualify for replacement. Even though we may not be able to install new fixtures for them, we can still provide them with solutions that help them save water.

Estimate: The technology cost is approximately \$150 per unit. Installation rates would depend on prevailing wage requirements and the volume of sensors being installed.

RAIN BARREL DELIVERIES:

WWC would be happy to work with RWA and/or any of the affiliated agencies to develop a Rain Barrel Delivery project. Actual water savings achieved by installing rain barrels is up for debate. However, it is a proven gateway to connect with your single-family customers and it is an opportunity to introduce them to other conservation programs, specifically related to outdoor water use and irrigation.

Estimate: The cost to deliver a rain barrel is typically between \$150-\$250 (cost of rain barrel and delivery charges). This estimate depends on the scope of work and the geographic areas to which the rain barrels would be delivered. Minimum order would be approximately 300 rain barrels.

Fee Schedule

All costs are on a per unit basis and include interior residential and/or commercial surveys, WaterSense labeled High-Efficiency Toilets, urinals, showerheads, and faucet aerators, along with professional installation by WWC. Costs are concurrent for multi-family and commercial properties. Costs are all inclusive and cover administration, marketing, interior surveys, disposal/recycling, and installation at prevailing wage rates.

Toilet costs consist of toilet tank and bowl (or manual flushvalve for required commercial fixtures), toilet seat (round, elongated, or commercial), water supply line, wax ring, brass mounting hardware, permits and taxes. All prices quoted will be honored through the duration of the project or April 1, 2026.

WWC has been in discussions with our manufacturing and wholesale partners regarding the fixture requirements for RWA's project. Should WWC be selected as the contractor for this project, our partners have agreed to ensure an adequate supply of fixtures will be available in the local market place to meet the anticipated demand. With these agreements in place, we do not anticipate any delays in fixture installations due to external circumstances such as supply chain or manufacturing issues.

Included with the **Fee Schedule** are fixtures that should accommodate most installation circumstances. If we come across a situation where it is determined that a property needs a fixture that is not include in the Fee Schedule, WWC will present RWA with alternate fixtures and pricing to accommodate such installations. WWC will not install alternate fixtures without the written consent of RWA.

See Fee Schedule Chart on the following pages.

Fee Schedule

		Fixtures					Costs		
		Make	Model	Flow Rate	WaterSense Labeled	MaP Score	Product	Installation	Total
*Toilets	Gravity Flush	Niagara Shadow (Round/ADA)	C33.200.01	0.8gpf	YES	1,000g	\$249.22	\$229.00	\$478.22
		Niagara Shadow (Elongated/ADA)	C33.300.01	0.8gpf	YES	1,000g	\$258.62	\$229.00	\$487.62
		Niagara Sabre (Round)	C22.000.01	1.1gpf	YES	1,000g	\$249.63	\$229.00	\$478.63
		Niagara Sabre (Elongated)	C22.100.01	1.1gpf	YES	1,000g	\$252.99	\$229.00	\$481.99
		Niagara Sabre (Elongated/ADA)	C22.300.01	1.1gpf	YES	1,000g	\$274.05	\$229.00	\$503.05
		Niagara Liberty (Round)	C11.000.01	1.28gpf	YES	800g	\$189.47	\$229.00	\$418.47
		Niagara Liberty (Elongated)	C11.100.01	1.28gpf	YES	800g	\$199.24	\$229.00	\$428.24
		Niagara Liberty (Elongated/ADA)	C11.300.01	1.28gpf	YES	800g	\$218.29	\$229.00	\$447.29
		Niagara Stealth (Round Front)	N7716	0.8 gpf	YES	800 g	\$264.00	\$229.00	\$493.00
		Niagara Stealth (Elongated / ADA)	N7717	0.8 gpf	YES	800 g	\$277.20	\$229.00	\$506.20
		SSI No Clog II (Elongated/ADA)	Bowl: 301402 Tank: 301400	0.8gpf	YES	1,000g	\$247.00	\$29.00	\$276.00
	Pressure Assist	Gerber UltraFlush (Elongated)	GUL20312	1.0gpf	YES	1,000 g	\$370.18	\$272.00	\$642.18
		Gerber UltraFlush (Elongated/ADA)	GUL20318	1.0gpf	YES	1,000 g	\$382.18	\$272.00	\$654.18
	** Commercial	Sloan Floor Mount (Elongated)	ST-2009	1.28gpf	YES	1,000g	\$315.11	\$484.00	\$799.11
		Sloan Floor Mount ADA (Elongated)	ST-2029	1.28gpf	YES	1,000g	\$327.18	\$484.00	\$811.18
		Sloan Wall-Hung (Elongated)	ST-2459	1.28gpf	YES	1,000g	\$361.31	\$484.00	\$845.31
		Sloan Floor Mount Junior (Primary)	ST-2309	1.28gpf	YES	1,000g	\$375.24	\$484.00	\$859.24
		Sloan Manual (Toilet Flushvalve)	Regal 111-1.28	1.28gpf	YES	1,000g	Included with each Sloan bowl.		\$0.00
Urinals		Sloan (Retrofit Urinal)	SU-1209	.125gpf	YES	n/a	\$435.32	\$528.00	\$963.32
		Sloan (Large Urinal)	SU-1009	.125gpf	YES	n/a	\$417.86	\$528.00	\$945.86
		Sloan (Small Urinal)	SU-7009	.125gpf	YES	n/a	\$389.61	\$528.00	\$917.61
		Sloan Manual (Urinal Flushvalve)	Regal 186-0.125	.125gpf	YES	n/a	Included with each Sloan urinal.		\$0.00

Fee Schedule

	Fixtures					Costs		
	Make	Model	Flow Rate	WaterSense Labeled	MaP Score	Product	Installation	Total
Showerheads	Niagara Earth Wall-Mounted	N2915CH	1.5gpm	YES	n/a	\$7.92	\$17.00	\$24.92
	Niagara Earth Handheld	N2945CH	1.5gpm	YES	n/a	\$26.40	\$22.00	\$48.40
Aerators	Niagara (Bathroom Aerator)	N3210B-PC	1.0gpm	YES	n/a	\$2.96	\$11.00	\$13.96
	Niagara (Bathroom Aerator)	N3205N	0.5gpm	YES	n/a	\$2.96	\$11.00	\$13.96
	Niagara (Kitchen Aerator)	N3126P-C	1.5gpm	YES	n/a	\$9.24	\$15.00	\$24.24
	***Neoperl (Special Purpose Aerator)	TBD	0.5gpm	YES	n/a	\$11.88	\$20.00	\$31.88
Repairs	Flange Repair							\$115.00
	Angle Stop Replacement							\$85.00
Interior Survey		Included with each fixture installation.						\$0.00

*Most toilet models are available in a 10" rough-in configuration. In circumstances that require a 10" rough-in toilet, with RWA's approval, we can provide the 10" rough-in model at a rate equal to \$45.00 more than the rate quoted for a particular toilet model.

**For CI installations, when requested or required by a customer, and with approval from RWA, WWC may install "OR EQUAL TO" fixture models. I.e. instead of installing the quoted Sloan models, it may be necessary to install an equivalent Kohler, American Standard, or Zurn model. Cost, performance, quality and flush volumes will be the same as the quoted Sloan prices.

***If standard thread aerators will not accommodate a faucet, WWC, with RWA's approval, will to the best of its ability install aerators that will fit and provide the appropriate flow rate for the purpose of the faucet. I.e. vandal proof, Chicago thread, cachet style, laboratory faucets, etc.

Proof of Insurance

WWC has reviewed and understands the insurance and endorsement requirements presented in the RFP. **Attachment D**, included with our proposal, is proof of insurance.

Attachment A

NIAGARA® WARRANTY INFORMATION

Manufacturer's Limited Lifetime Warranty For Vitreous China Products.

PLEASE READ CAREFULLY AND RETAIN FOR YOUR RECORDS.

Niagara warrants its vitreous china products, excluding plumbing fittings and toilet tank trim products – (see specific warranty exclusions outlined below for these fill valve and flush valve assembly components) to be free from defects in materials or workmanship for the lifetime of this product to the original purchaser starting from the date of purchase. Niagara promises to provide a replacement vitreous china part for any vitreous china part of this product that proves upon our inspection and from the date of purchase, to be defective in material or workmanship. All labor for uninstalling and reinstalling and transportation costs or charges incidental to warranty service is to be borne by the owner. Niagara provides no warranties, written or oral, beyond those contained in this document.

EXCLUSIONS:

In no event shall Niagara be liable for incidental or consequential damages, for damages resulting from improper installation or for damages caused by handling, neglect, abuse or alteration. All implied warranties, including any warranty of fitness for any particular purpose of merchantability, or those that might arise from a course of dealing with the purchaser or usages of trade, are hereby disclaimed or excluded. Niagara warrants its toilet tank trim: fill valve and flush valve assembly and plumbing fittings products to be free from defects in material or workmanship for a period of fifteen* years from the date of purchase. Niagara promises to provide replacement toilet tank trim product that proves, upon our inspection and within fifteen (15) years from the date of purchase to be defective in material or workmanship.

All labor for de-installation and re-installation and transportation costs or charges incidental to warranty service is to be borne by the owner. Niagara shall not be responsible or liable for any failure or damage to its toilet tank trim, plumbing fittings or vitreous china products caused by the use of either chloramines or high concentration of chlorine, lime/iron sediments and/or other minerals not removed from public water during the treatment of public water supplies or caused by toilet tank type cleaners containing chlorine, calcium hypochlorite and/or other chemicals. Only those parts that were included in this toilet purchase are covered by warranty. If this purchase included a toilet seat, Niagara warrants the seat for one (1) year from date of purchase to be free from defect in material or workmanship.

**For Niagara branded products containing Stealth® Technology only. Toilets with Ecologic® Technology have a 10-year warranty on tank trim and lifetime on vitreous china.*

NOTE:

Some states do not allow limitations on an implied warranty, and some states do not allow exclusions or limitations regarding incidental or consequential damages, so the above limitations may not apply to you. This warranty gives you specific legal rights and you may have other rights which vary from state to state. No person is authorized to change, add to, or create any warranty or obligation other than set forth herein. This is our exclusive written warranty. To obtain warranty service or a copy of the product warranty, contact your local dealer and/or the contractor from whom you purchased this product.

WARRANTY REGISTRATION CARD

Purchaser's Name: _____

Address: _____

Phone: _____ Date Purchased: _____

Dealer Name: _____

Dealer Address: _____

Who installed the toilet? ☐ Plumber ☐ Self / Spouse ☐ Builder / New House ☐ Other

Please provide installer's name and address (optional): _____

IMPORTANT:

Warranty registration card must be completed and returned to Niagara's address below along with **proof of purchase** for warranty to become effective.



Niagara
ATTN: Customer Service Department
45 Horsehill Road, Suite 105
Cedar Knolls, NJ 07927

Attachment B

Fixtures Installed: _____
Name of Installer: _____
Installation Date: _____



WebersWater
conservation

 weberswater.com
 (619) 862-9733

Lic # 1080085

Product and Service Warranty

We appreciate your business and thank you for choosing Webers Water Conservation for the installation of your High Efficiency fixtures. We guarantee workmanship on all installations for a period of one year from the original date of installation. If you believe that the devices installed have defects in material or workmanship, please contact Webers Water Conservation at www.weberswater.com or **(858) 205-0143** for assistance.

See reverse side of care for product installation information

Attachment C



weberswater.com
(858) 205-0143



THANK YOU FOR CHOOSING WEBERS WATER CONSERVATION!

Small changes in the community make a big impact on the planet.

Thank you for selecting Webers Water Conservation as your provider for installation services at the Peppertree Apartments in Cypress. With their new toilets, showerheads, and aerators, we estimate that Peppertree will save more than **\$23,000 and 4,795 CCF (3.5 million gallons) of water a year!**



American Standard 1.6 GPF

Before we replaced the American Standard 1.6 gpf toilet, we used our T5 Flushmeter to get an accurate reading. We found the 1.6 gpf used 4.6 gpf of water.



Niagara 0.8 GPF

After we installed the Niagara 0.8 gpf toilet, we used our T5 Flushmeter to ensure it was using 0.8 gpf. We found the 0.8 gpf is using the targeted amount of water.

Webers Water Conservation, Inc. does not guarantee any water savings.

Estimated savings are based on the information provide and generally accepted industry averages obtained from epa.gov, census.gov, and energy.ca.gov.

CA License No.: 1080085

Attachment D



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
3/30/2023

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Post Insurance Services Inc License #0551220 2356 Torrance Blvd Torrance CA 90501		CONTACT NAME: Stacey Tialavea PHONE (A/C, No, Ext): (310) 328-3622 FAX (A/C, No): (310) 328-6054 E-MAIL ADDRESS: stacey@postinsurance.com	
INSURED Webers Water Conservation Inc 243 Mangano Circle Encinitas CA 92024		INSURER(S) AFFORDING COVERAGE INSURER A: Allied World Surplus Ins Co NAIC # 24319 INSURER B: California Automobile Ins Co 38342 INSURER C: Nautilus Insurance Co 17370 INSURER D: Sirius American Insurance Co 28363 INSURER E: INSURER F:	

COVERAGES

CERTIFICATE NUMBER: 22 ALL

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:	X	Y	5057-6080-01	9/1/2022	9/1/2023	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COM/OP AGG \$ 2,000,000
B	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS	X	Y	BA040000069699	9/1/2022	9/1/2023	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
C	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$			AN1280713	3/29/2023	9/1/2023	EACH OCCURRENCE \$ 2,000,000 AGGREGATE \$ 2,000,000 \$
D	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	WC7920301	7/28/2022	7/28/2023	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Those usual to the Insured's operations.
 Regional Water Authority, its officers, employees, volunteers and agents are Addtl Insureds on Gen Liability & Auto Liability per attached endts. GL & Auto Insurance is Primary/Non-Contributory. GL, Auto & WC Waivers of Subrogation attached as required by written contract. 30 day cancellation notice except nonpay/nonreporting which is 10 days.

CERTIFICATE HOLDER

CANCELLATION

Regional Water Authority 5620 Birdcage Street Ste 180 Citrus Heights, CA 95610	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE Dan Post/STACEY
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Attachment D

POLICY NUMBER: 5057-6080-01

COMMERCIAL GENERAL LIABILITY
CG 20 10 04 13

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

ADDITIONAL INSURED – OWNERS, LESSEES OR CONTRACTORS – SCHEDULED PERSON OR ORGANIZATION

This endorsement modifies insurance provided under the following:

COMMERCIAL GENERAL LIABILITY COVERAGE PART

SCHEDULE

Name Of Additional Insured Person(s) Or Organization(s)	Location(s) Of Covered Operations
Any person or organization to whom the Named Insured has agreed by a fully executed written contract that such person or organization be added as an Additional Insured, but only with respect to operations performed by or on behalf of the Named Insured and only with respect to occurrences subsequent to the making of such fully executed written contract otherwise covered by this insurance.	Where specified by fully executed written contract.
Information required to complete this Schedule, if not shown above, will be shown in the Declarations.	

A. Section II – Who Is An Insured is amended to include as an additional insured the person(s) or organization(s) shown in the Schedule, but only with respect to liability for "bodily injury", "property damage" or "personal and advertising injury" caused, in whole or in part, by:

1. Your acts or omissions; or
2. The acts or omissions of those acting on your behalf;

in the performance of your ongoing operations for the additional insured(s) at the location(s) designated above.

However:

1. The insurance afforded to such additional insured only applies to the extent permitted by law; and

2. If coverage provided to the additional insured is required by a contract or agreement, the insurance afforded to such additional insured will not be broader than that which you are required by the contract or agreement to provide for such additional insured.

B. With respect to the insurance afforded to these additional insureds, the following additional exclusions apply:

This insurance does not apply to "bodily injury" or "property damage" occurring after:

1. All work, including materials, parts or equipment furnished in connection with such work, on the project (other than service, maintenance or repairs) to be performed by or on behalf of the additional insured(s) at the location of the covered operations has been completed; or

Attachment D

POLICY NUMBER: 5057608001

2. That portion of "your work" out of which the injury or damage arises has been put to its intended use by any person or organization other than another contractor or subcontractor engaged in performing operations for a principal as a part of the same project.
- C. With respect to the insurance afforded to these additional insureds, the following is added to **Section III – Limits Of Insurance:**

If coverage provided to the additional insured is required by a contract or agreement, the most we will pay on behalf of the additional insured is the amount of insurance:

 1. Required by the contract or agreement; or
 2. Available under the applicable Limits of Insurance shown in the Declarations;

whichever is less.

This endorsement shall not increase the applicable Limits of Insurance shown in the Declarations.