

APPLICATION INSTRUCTIONS

Complete an application and submit the original and 12 copies of the entire final application and supporting documentation no later than **April 27th, 2021**- HARD COPIES ONLY. **NO LATE APPLICATIONS WILL BE ACCEPTED.**

Submit one original, signed in blue ink, completed application with 12 double-sided copies to:

Marla Greiner
Northeast Missouri Regional Planning Commission
121 S. Cecil St.
Memphis, MO 63555

Please do not use binders, folders, or cover pages. Application components must be submitted in the order listed:

1. Applicant Profile – Complete the form.
2. Applicant Checklist – Please check that all components of the application are provided and indicate page numbers.
3. Executive Summary – Briefly describes your project and anticipated budget
4. Project Narrative/Work Plan –Complete questions and provide sufficient detail to adequately describe your project.
5. Timetable – Complete the timetable provided with the project tasks. Refer to sample timetable
6. Project Evaluation Procedures – Explain how the success of the project will be measured quantitatively and qualitatively.
7. Project Budget – Complete the Project Budget Form:

The district requires cash or in-kind matching contributions equal to 25 percent of the ***total project cost***.

Documentation for funds requested and match is required for all expenditures of \$500 or more. Written documentation such as quotes for consultant services or equipment, letters of commitment, Web site and catalog pages can be used. Please include budget notes for all other items unless self-explanatory.

For those projects requesting funds to support staff salaries, a breakdown of the hourly wage per project hours anticipated for each staff person is required. For salary match, a letter of commitment from the authorized official stating the organization's commitment to provide staff salary and time described in the project is required.

8. Required Supporting Documents:

A current letter of support from a local government representative where the project is located is required. In addition, current support letters from project partners and clients will strengthen your application when applicable.

1. Applicant Profile

Name of Project

Name of Applicant

Address

Project Type:

- Waste Reduction
- Reuse
- Recycling
- Composting
- Market Development
- Education

State

Zip

Telephone Number

Federal Employer Identification Number

Communities/Organizations Served by Proposed Project:

Amount Requested from District:	<input type="text"/>
Amount of Cash and In-Kind Match:	<input type="text"/>
Total Cost of Project:	<input type="text"/>

Authorized Official:

Name

Title

Address

City, State, Zip

Telephone

Fax

E-mail

Project Manager:

Name

Title

Address

City, State, Zip

Telephone

Fax

E-mail

X

Signature of Authorized Official

Date

List all funding that has been received by applicant from the NEMO Solid Waste Management District:

Grant Number	Project Name	Award Amount
<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>

2. Applicant Checklist

Before submitting a district grant proposal, you MUST complete this form. Only if you can answer YES to all questions on this form should it be submitted to the district. **This checklist must be attached to the proposal, immediately behind the Applicant Profile.**

I.	Does the grant proposal include:	<u>PG.#</u>	<u>YES</u>	<u>NEMO SWMD Verified</u>
1.	Applicant Profile Sheet	<input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.	Applicant Checklist	<input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>
3.	Executive Summary	<input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.	Project Narrative/Work Plan	<input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>
5.	Timetable	<input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>
6.	Project Evaluation Procedures	<input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>
7.	Project Budget	<input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>
8.	Supporting Documents	<input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>

IV. Other considerations:

- | | | | |
|----|---|--------------------------|--------------------------|
| 1. | Is a current letter of endorsement from the local government included? | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. | Is one original and twelve copies of the application submitted? | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. | Is the Applicant Profile Cover Sheet signed and dated by the authorized official? | <input type="checkbox"/> | <input type="checkbox"/> |

I hereby certify that the information above is true:

Signature of grant applicant

Date

3. EXECUTIVE SUMMARY

- 1.** In 100 words or less, describe the current problem(s) the proposal addresses.

- 2.** In 300 words or less describe:

- How your project will address the problem described above;
- How much your organization is seeking in grant funding;
- The amount of match funds that will be provided and its source.

4. PROJECT NARRATIVE/Work Plan

1. Describe how the project will be implemented. Include relevant details and refer to tasks by using the completed time table in work plan and time table.

2. A. Describe the materials the project is targeting for waste diversion.

- B. For **EDUCATION** projects, what behavior changes does the project intend to influence?

3. Describe the geographical area the project will serve.

4. Project Location (should include both the physical location of the project as well as the address which could be different than the applicant's address).

5. A. Describe your organization or business:

- | | | |
|---|--|-------------------------------------|
| <input type="checkbox"/> Local Government | <input type="checkbox"/> Non-Profit Organization | <input type="checkbox"/> Individual |
| <input type="checkbox"/> Private Business | <input type="checkbox"/> School/Educational Facility | <input type="checkbox"/> Other |

- B. Demonstrate experience relevant to project:

- C. If business or non-profit, describe services or products currently offered and indicate number of years in business:

6. Describe how the problem the project addresses are currently being approached in the area.

Explain if your project will offer the same product, services, or educational strategies as other organizations or businesses in the area. Will the project collaborate or compete with these existing efforts?

7. Estimate the quantity and type of materials the project will reduce, recover or divert from the waste stream in tonnages.

8. If this project is already in existence, describe how the quantity estimated compares to amounts that are currently being diverted.

9. Demonstrate that the project can secure both the necessary supply of recovered materials (feedstock) and end product markets necessary for sustained business activity.

- 10.** If the project relies on an outside source or company(s) to process the materials recovered, list the company(s) that the applicant has contacted to provide this service and include current letters of support acknowledging their involvement in the project specific to this application, their willingness to accept materials, and the fees paid or fees charged.

- 11.** Explain how your services will be marketed.

- 12.** Estimate the number of individuals, schools, classrooms, or businesses this project will reach.

- 13.** Identify the project manager responsible for conducting the project and his or her specific qualifications, such as managerial, operational or technical capabilities. Include qualifications for other key staff involved in the project. Resumes may be attached.

- 14.** State the number of jobs created and the number of jobs retained by this project.

5. TIMETABLE

Incorporate project tasks into the timetable below. Include anticipated dates for major planned activities and expenditures, **including the submittal of quarterly reports and the final report.**

Indicate task below and mark with an X month of occurrence.	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
1) <input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2) <input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3) <input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4) <input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5) <input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6) <input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
7) <input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
8) <input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9) <input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
10) <input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
11) <input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
12) <input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
13) <input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
14) <input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
15) <input type="text"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

6. PROJECT EVALUATION PROCEDURES

1. Describe the evaluation procedures that will be used to **quantitatively** measure the success or benefit of the project. Measurements should include estimated weight in tonnages or volume of waste recycled or diverted.

For education projects, measurements should include for example the number of schools or assemblies reached; businesses participating, etc.

2. Describe the evaluation procedures that will be used to **qualitatively** measure the success of the project. For example, community surveys can determine quality of service and anecdotal stories reflecting project success can be used.

7. PROJECT BUDGET

BUDGET CATEGORY	NOTES*	REQUESTED FUNDS	MATCH FUNDS**	MATCH IN-KIND	TOTAL
PERSONNEL					
Employee 1					
Employee 2					
Employee 3					
Fringe					
Training					
Other					
PROFESSIONAL SERVICES					
Consultants					
Bulk Mailings					
Printing					
Subcontractors					
Other					
EQUIPMENT					
Computer Hardware					
Machinery					
Vehicles					
Copier					
Other					
SUPPLIES					
Computer Software					
Paper					
Miscellaneous					
Other					
TRAVEL					
Mileage					
Lodging					
Meals					
Other					
OTHER					
Rent					
Utilities					
Phone					
Miscellaneous					
TOTAL BUDGET					
PERCENTAGE OF TOTAL					100%

* **Notes:** Budget items \$500 or more for **both requested and match funds** must be supported by documentation showing how each cost estimate was determined. Salary must show hourly wage and estimated hours spent on project.

**Commitment of match funds must be included. For example, if salary is used as match, a letter from director/CEO must be provided indicating staff support for the project. (Attachment A)

Attach additional pages if necessary.

8.REQUIRED SUPPORTING DOCUMENTS

1. Attach a current letter of support from a local government representative where the project is located such as a county commissioner, mayor, or other government official.

List attachments provided:

2. Attach proof of matching funds. Attachment A can be used for supporting documentation.

List attachments provided:

3. Describe any applicable federal, state, and local permits approvals, licenses or waivers necessary to implement the project and verify they will be obtained prior to receiving grant funds.

4. Attach documents to demonstrate compliance with local zoning ordinances.

5. Cost estimates documentation or quotes.

List attachments provided:

Attachment A:

**DISTRICT GRANTS
CERTIFICATION OF MATCHING FUNDS**

The applicant [] , hereby certifies that [] in the form of cash or other eligible matching funds is hereby obligated* as matching funds pursuant to 260.335, RSMo, and 10 CSR 80-9.010. These funds are obligated** in order to enable the applicant to receive district grant funds from the Northeast Missouri Solid Waste Management District (NEMOSWMD) in the amount applied for as specified in the NEMOSWMD Application Budget Document here attached. The applicant hereby certifies that these funds are not obligated as matching funds for any other grant and that these matching funds have come from a source other than NEMOSWMD district grant funds.

Name of Authorized Official (type or print)

Title

Signature

* Applicants may substitute available if they cannot legally obligate funds at this point.

** Applicants may substitute required if they cannot legally obligate funds at this point.

Subscribed and sworn to be on this [] day of [] , 2021

I am commissioned as a notary public within the county of [] , State of Missouri,
and my commission expires:

(Signed and Sealed)

Notary Public

Attachment B:

The page is for Reference Only. Do NOT submit this form with the application.

PROJECT TITLE:
PROJECT CATEGORY

WASTE REDUCTION - **WR**
COMPOSTING - **CO**
EDUCATION - **ED**
RESEARCH & DEVELOPMENT - **RD**

COLLECTION/PROCESSING - **CP**
MARKET DEVELOPMENT - **MD**
ENERGY RECOVERY - **ER**
RECYCLING – **RC**

NORTHEAST MISSOURI SOLID WASTE MANAGEMENT DISTRICT GRANT EVALUATION CRITERIA

Conformance to State Policies and Targets

- 1. Conforms with State Resource Recovery Priorities:** *priority is granted to projects which work toward implementing Missouri's Policy on Resource Recovery (Attachment A).*
 - 10 points - The project promotes and/or practices waste reduction or reuse.
 - 5 points - The project promotes and/or practices collection/processing, market development or composting.
 - 2 points - The project promotes and/or practices recovery and use of energy from waste materials.

___ **Points**
- 2. Reduces, reuses or recycles materials included on the District Targeted Materials List (enclosed):**
 - 6 points - The project reduces reuses or recycles a targeted material.
 - 3 points - The project reduces, reuses or recycles a material not targeted by the District.
 - 0 points - The project does not reduce, reuse or recycle any specific material.

___ **Points**
- 3. Degree of waste reduction or recycling diversion or solid waste environmental benefit:** *criterion will be judged by the amount of waste reduction or recycling diversion, with consideration given to cost per ton, resulting through the proposed process or service over the short or long term.*
 - 10 points - Proposal will lead to significant diversion rates of targeted materials and provides credible evaluation measurements to determine if project goals are met;
 - 5 points - Proposal will lead to moderate diversion rates and provides credible evaluation measurements;
 - 0 points - Proposal will lead to marginal diversion rates and does not provide credible evaluation measurements.

___ **Points**

___ **SUBTOTAL for Conformance to State Policies**

Cooperative Efforts/Community Impacts

- 4. Availability of Information/Service:** *criterion will be judged on the quality and accessibility of the method the project uses to disseminate information or services.*
 - 5 points - High quality information/service will be readily available at no fee.
 - 2 points - Information/service of medium quality or will be available for a fee.
 - 0 points - Information is of low quality or will be kept proprietary.

___ **Points**
- 5. Need for service, information or market:** *criterion will be evaluated by the evidence documenting the need for: i) the proposed service, information or market or ii) for the strength of commitments from the end-markets.*
 - 10 points - Proposal provides compelling evidence of continued need which provides information/service/ market in target area.
 - 5 points - Proposal demonstrates intermediate level of need which provides information/service/market in target area.
 - 0 points - Proposal does not demonstrate need in the target area.

___ **Points**

6. **Supply of Recovered Materials or Target Audience:** *criterion measures the strength of commitment for feedstock needed to complete a manufacturing or collection project or the documented availability of targeted materials or targeted audience in a waste reduction or education project, as documented by: letters of commitment, contracts or other verifiable documents.*
 15 points - Proposal identifies a committed supply of feedstock or available audience within the district necessary to complete the project goals.
 5 points - Proposal identifies a sufficient and regular supply of feedstock or available audience from within and outside of the district.
 0 points - Supply of feedstock or available audience is inadequate or questionable.
 ___ **Points**
7. **Cooperative Efforts:** *criterion will be judged by the evidence of efforts to work cooperatively with local governments and other partner organizations in the district, as documented by a letter, ordinance or resolution from the local governing body from the jurisdiction in which the project will be located.*
 10 points - Proposal includes documentation of support and approval of local governing body and support of another partner organization(s).
 5 points - Proposal includes documentation of support and approval of local governing body.
 0 points - Inadequate documentation of cooperative efforts is included in the proposal.
 ___ **Points**
8. **Community-based economic development:** *criterion will be judged by the evidence of efforts to promote sustainable economic development in the District.*
 10 points - Proposal promotes community-based economic development.
 5 points - Proposal promotes economic development.
 0 points - Proposal provides no documentation to support economic development.
 ___ **Points**
9. **Transferability of results:** *criterion will be evaluated by the extent to which project innovations and successes may be applied elsewhere in the district.*
 10 points - Proposal clearly demonstrates how program concept may be applied in other communities.
 5 points - Proposal demonstrates the possibility of transferring project results to other communities.
 0 points - Proposal does not demonstrate transferability.
 ___ **Points**
10. **Education** – *Criterion will be judged by the degree of community outreach which promotes the project and/or improves participation in waste reduction, reuse and recycling practices.*
 10 points – Proposal clearly demonstrates community outreach methods identifying audience and number reached.
 5 points – Proposal includes a community outreach component identifying audience.
 0 points – Proposal does not include or demonstrate community outreach component.
 ___ **Points**
11. Degree to which funding the project will adversely affect existing private entities within the district.
 10 points- The project will have no effect on existing private entities within the district.
 5 points- The project will have minimal effect on existing private entities within the district.
 0 points- The project will have significant effect on existing private entities within the district.
 ___ **Points**
- ___ **SUBTOTAL for Cooperative Efforts/Community Impact**

Administrative Considerations

12. Past Performance Rating:

NEGATIVE POINTS

- 0 points - Applicant has demonstrated satisfactory performance in the administration of a previous grant project.
- 10 points - Applicant has demonstrated less than satisfactory performance in the administration of a previous grant project
- 25 points - Applicant has failed to meet the minimum performance requirements of a previous project funded by the district or MDNR, due to non-criminal mismanagement.

-50 points - Applicant has been convicted of defrauding the district or MDNR or has failed to honor a previous contractual agreement with the district or MDNR.

___ **Points**

13. **Completeness of Application:** including applicant profile cover sheet, applicant checklist, budget form, time line, project site identification, executive summary, and the required attachments enumerated in the application package.

NEGATIVE POINTS

0 points - Specified areas are complete and no additional data is required to complete the review of the application.

-5 points - Specified areas are substantially complete, but additional data is required to complete the review.

-20 points - Specified areas are not complete and the data provided is insufficient for consideration of the entire application

___ **Points**

14. **Quality of Budget:** Budget must delineate percentage of requested funds and match (20% match minimum). Budget must itemize expenses and provide budget notes for all expenses over \$5,000.

NEGATIVE POINTS

-0 points - Budget is complete.

-5 - Expenses are not itemized and budget notes for expenses over \$5,000 not included.

-15 - Requested funds are not directly related to scope of work.

___ **Points**

15. **Type of Match:**

10 points - 100% cash commitment.

7 points - Combination cash/in-kind commitment.

5 points - 100% in-kind commitment.

___ **Points**

16. **Committed Financing:** criterion will be judged on the strength of commitments for financial resources, as indicated by: letters, contracts, other verifiable documents.

10 points - All financing for the project is committed and documented except for grant request.

3 points - Sufficient financing is likely, but not yet committed.

0 points - Project financing is questionable.

___ **Points**

17. **Managerial Experience of Applicant:** criterion measures the ability of the applicant to manage (i.e. personnel, financial administration, etc.) the project based on previous work experience and demonstrated expertise in the field. Are qualifications/resume provided for those managing the project?

7 points - Extensive experience (5 years or more).

3 points - Limited experience.

0 points - No experience.

___ **Points**

18. **Compliance with federal, state or local requirements.**

10 points- The project demonstrates that all federal, state and local permits, approvals licenses or waivers necessary to implement the project have been obtained and/or demonstrates that none are needed.

5 points- The project indicates awareness of necessary permits, but applications have not been submitted.

0 points- The project submitted has no evidence of obtaining needed permits and no documentation that permits are needed.

___ **Points**

19. **Effectiveness of marketing strategy.**

10 points- The project has a strong marketing strategy.

5 points- The project has an acceptable marketing strategy.

0 points- The project has a questionable or no marketing strategy.

___ **Points**

NOTE: The following criteria will only apply for those applicants whose funding request exceeds the \$25,000.00 threshold.

20. Selected financial ratios.

15 points- The project applicant has provided three years' operating financial statements from a certified accounting firm and a five-year business/operations plan.

10 points- The project applicant has provided three years' operating financial statements from a certified accounting firm and a two-year business/operations plan/

5 points- The project applicant has provided a five-year business/operations plan, but cannot provide three years' operating financial statements from a certified accounting firm.

___ **Points**

___ **SUBTOTAL for Administrative Considerations**

Technical Considerations

21. **Technical Capability of Applicant:** *criterion measures the ability of the applicant to implement and operate the project based on previous work experience and demonstrated expertise in the field.*

7 points - Extensive experience (5 years or more).

3 points - Limited experience.

0 points - No experience.

___ **Points**

22. **Project Implementation:** *criterion measures the technical feasibility of completing the project in a realistic time frame.*

10 points - The project is likely to be implemented based on the timeline, technical specifications and budget provided in the application.

5 points - There are concerns that the project may not be implemented in a timely manner, based on the timeline, technical specifications and budget provided in the application.

0 points - The project is not likely to be implemented in a timely manner.

___ **Points**

___ **SUBTOTAL for Technical Considerations**

23. **District Wide Projects:** A project that has been developed to serve the entire district and is not part of the special program.

5 points- The grant serves the entire district and is not part of the special program

___ **Points**

___ **TOTAL POINTS 190 points possible**