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File #:	24-0415 Version: 1		
Type:	Consent Item	Status:	Agenda Ready
File created:	9/24/2024	In control:	Visalia City Council
On agenda:	10/21/2024	Final action:	
Title:	Authorization to Award Contracts for License Plate Readers - Authorize the City Manager to award a four (4) year sole source contract to Flock Group, Inc. in the amount of $300,000 for Flock Fixed Automatic License Plate Readers (ALPR).		
Attachments:	1. FLOCK Master Service Agreement.pdf, 2. #1 FLOCK.pdf, 3. #2 FLOCK.pdf, 4. FLOCK Reinstall Fee Schedule.pdf		

History (0) Text

Agenda Item Wording:
title
Authorization to Award Contracts for License Plate Readers - Authorize the City Manager to award a four (4) year sole source contract to Flock Group, Inc. in the amount of $300,000 for Flock Fixed Automatic License Plate Readers (ALPR).
body

Deadline for Action: 10/21/2024

Submitting Department: Police Department

Contact Name and Phone Number:
Chief Jason Salazar, ext. 4215, jason.salazar@visalia.city <mailto:jason.salazar@visalia.city>;
Financial Analyst Liz Ybarra, ext. 4250, liz.ybarra@visalia.city <mailto:liz.ybarra@visalia.city>

Department Recommendation:
Authorize the City Manager to award a sole source contract to Flock Group Inc. from Atlanta, GA in the amount of $300,000 for Flock Fixed-Mount Automatic License Plate Readers. There will be a total of 22 cameras installed in strategic locations and two (2) separate services contracts due to the different funding sources. The original budgets allowed for 15 cameras; however, due to a vendor discount, we were able to increase the number of cameras to 22 without an increase in the approved budgets.

Summary:
The Visalia Police Department has thoroughly researched various methods to prevent and respond to Part One crimes within the City of Visalia and County of Tulare. Nationwide, Flock Safety fixed-mount Automated License Plate Reader (ALPR) cameras have had a tremendous impact on reducing these types of crimes that affect our community and have served as a valuable and effective tool in supporting investigations to help solve and reduce property crimes, missing persons, and violent crimes. Flock Safety fixed-mount ALPR cameras work by identifying vehicle license plates and

features that have been entered in the Stolen Vehicle System, National Crime Information Center, or entered by officers throughout the State of California.

In addition to an effective response for auto-theft related crimes, Flock Safety fixed-mount ALPR cameras can also provide significant benefits through its community care taking functions and as an investigatory tool. Flock Safety fixed-mount ALPR cameras allow staff to enter license plates for missing persons that are considered at-risk. This allows staff to proactively enter license plate information quickly which is pushed out to all fixed-mount ALPR cameras. This same feature can assist staff in criminal investigations by allowing staff to enter plates for vehicles that are associated with wanted offenders. Investigators can also use previously scanned license plates to identify if subjects were observed traveling to or from a crime scene. Finally, Flock Safety fixed-mount ALPR cameras can identify license plates associated with law enforcement-based alerts that are generated and shared nationwide, such as known retail theft offender groups.

Background Discussion:
Flock Safety fixed-mount ALPR cameras have become one of the most popular ALPR cameras available to law enforcement and are also available to school districts, businesses, and hospitals. Currently, there are 18 Flock Safety fixed-mount ALPR cameras operating throughout the City of Visalia. These cameras are installed at various businesses and properties which are owned by private entities. As a Flock Safety customer, the Visalia Police Department would gain access to the 18 existing Flock Safety fixed-mount ALPR cameras at no additional cost. This would expand the network of ALPR cameras available to the Visalia Police Department significantly. Nationwide, all law enforcement owned Flock Safety ALPR cameras communicate with each other, allowing law enforcement to track offenders from jurisdictions outside of the City of Visalia. Locally, Flock Safety fixed-mount ALPR cameras are installed in the following cities: Farmersville, Woodlake, Porterville, Lindsay, Tulare, Hanford, Lemoore, Corcoran, Orange Cove, Reedley, Fowler, and Fresno. These cities combined have a total of more than 250 Flock Safety fixed-mount ALPR cameras, which the Visalia Police Department would gain access to after becoming a customer.

Flock Safety fixed-mount ALPR cameras have no infrastructure requirements resulting in zero utility costs. The cameras are powered by solar and utilize a wireless LTE connectivity. Flock Safety services, maintains, and replaces each fixed-mount ALPR camera at no additional cost for the contracted period.

Flock Safety is the only fixed-mount ALPR camera company that provides connectivity with the existing Flock Safety fixed-mount ALPR cameras that are installed throughout the City of Visalia and surrounding jurisdictions. They are also the only company that features technology that is capable of capturing vehicle identifiers other than license plates. The JAG Grant Management Specialist with the Office of Justice Programs Bureau of Justice Assistance approved and authorized the sole-source purchase of Flock Safety fixed-mount ALPR cameras regarding Contract #1.

Fiscal Impact:
No new appropriations required at this time. There will be two (2) separate contracts due to separate funding sources. Contract #1 is for nine (9) cameras and contract #2 is for 13 Cameras. The cost variance between the two projects is primarily due to differences in equipment and installation infrastructure. The ALPR cameras purchased under contract #1 are being installed on CalTrans right of way infrastructure which has an increased installation cost. Furthermore, two of the ALPR cameras included in this contract are more costly due to their range capabilities.

Contract #1 is funded by JAG 2023 Grant for year 1 and 2. The JAG 2024 Grant allocation was announced, and the staff report for Council is pending for December 2024. JAG 2025 Grant allocation is to be determined but is projected for $60,000. JAG Grant 2024 and JAG 2025 will fund year 2 and 3 of contract #1. The JAG Grant is a non-competitive Grant and is allocated annually by

the U.S. Department of Justice for the sole use of law enforcement. The JAG Grant is effective for three (3) years.

Contract #2 is funded by the General Fund under an approved CIP for year 1 and Police operations for years 2 and 3. JAG 2025 Grant will fund year 4.

The City does not own the equipment and is maintained and serviced by Flock. If Flock hardware is lost, stolen, or damaged, a replacement may be requested at a cost according to the vendor's reinstall fee schedule. The current cost to replace a camera is $800. The life of the equipment is projected to be four (4) to five (5) years and if required will be replaced by the vendor at no cost at the end of life.

The project will be evaluated prior to year 4 for effectiveness and available funding. There is no charge to remove equipment should the ALPR program be discontinued.

Implementation of the program will begin on January 1, 2025, and funding is described below.

Contract #1

Funding	**JAG Grant Award**	**Automatic License Plate Reader (ALPR) ~ 9 Cameras ~**				
		Jan-25	Jan-26	Jan-27	Jan.-28	Total
JAG 2023 EQ0230	$72,710	$35,000	$35,000			$70,000
JAG 2024	$64,311			$35,000	$29,311	$64,311
JAG 2025 ($60,000 EST)	$5,689				$5,689	$5,689
Total	**$142,710**	**$35,000**	**$35,000**	**$35,000**	**$35,000**	**$140,000**

Contract #2

Funding	**Grant Award**	**Automatic License Plate Reader (ALPR) ~ 13 Cameras ~**				
		Jan-25	Jan-26	Jan-27	Jan.-28	Total
General Fund (CP0686)	N/A	$39,000				$39,000
Operations (2101-55520)	N/A		$39,000	$40,000		$79,000
JAG 2025 ($60,000 EST)	$54,311				$40,000	$40,000
Total		**$39,000**	**$39,000**	**$40,000**	**$40,000**	**$158,000**
Total Annual Cost (All ALPR)		**$74,000**	**$74,000**	**$75,000**	**$75,000**	**$298,000**

Prior Council Action: None.

Other: N/A

Alternatives: Not award contracts.

Recommended Motion (and Alternative Motions if expected):

recommendation

Authorize the City Manager to award a four (4) year sole source contract to Flock Group, Inc. from Atlanta, GA, in the amount of $300,000 for Flock Fixed Automatic License Plate Readers (ALPR).

end

Environmental Assessment Status: N/A

CEQA Review: N/A

Attachments: Master Service Agreement, Quotes, and Reinstall Fee Schedule.