

RESOLUTION NO. 2025-90

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF MARINA APPROVING THE PURCHASE OF FIFTEEN (15) ADDITIONAL FLOCK LICENSE PLATE RECOGNITION CAMERAS AS PART OF THE MARINA POLICE DEPARTMENT'S EXPANSION OF THE CITY'S REAL-TIME CRIME CENTER (RTCC) NETWORK; AUTHORIZING THE CITY MANAGER TO EXECUTE AN AGREEMENT PURCHASING THE EQUIPMENT, SUBJECT TO FINAL REVIEW AND APPROVAL BY THE CITY ATTORNEY; AND AUTHORIZING THE FINANCE DIRECTOR TO MAKE NECESSARY ACCOUNTING AND BUDGETARY ENTRIES

WHEREAS, the City Council of the City of Marina previously authorized the purchase and deployment of twenty-one (21) Flock Falcon License Plate Recognition (LPR) cameras to support law enforcement operations, investigative capabilities, and community safety through the Real-Time Crime Center (RTCC) initiative; and

WHEREAS, the City Council allocated additional funding in the adopted FY 2025–2026 budget to expand this program by fifteen (15) additional LPR cameras based on demonstrated investigative value, proactive deterrence, and identified geographic coverage gaps; and

WHEREAS, the additional fifteen (15) LPR cameras will be procured under the terms and conditions of the previously executed “CA - Marina PD - Law Enforcement Agreement” dated November 29, 2023, which remains in full force and effect; and

WHEREAS, the expansion order form expressly acknowledges that all further purchase orders are governed by the existing agreement and contain no differing terms of agreement beyond those previously; and

WHEREAS, the total cost of the fifteen (15) cameras is Forty-Five Thousand Dollars (\$45,000.00), billed annually at a rate of Three Thousand Dollars (\$3,000.00) per unit, and the one-time cost associated with a software upgrade is Three Thousand Five Hundred Dollars (\$3,500.00); with the funding is identified in the approved FY 2025–2026 Police Department technology enhancement budget (Exhibit A); and

WHEREAS, this expansion aligns with the City's strategic public safety priorities, including expanded surveillance coverage, enhanced investigative response, and regional data-sharing.

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Marina does hereby:

1. Approving the purchase and associated documentation for the acquisition of fifteen (15) additional Flock Falcon License Plate Recognition (LPR) cameras for the Marina Police Department, as an expansion of the existing contract with Flock Group, Inc.;
2. Authorize the City Manager to execute the Purchas Order, subject to final review and approval by the City Attorney; and
3. Authorize the Finance Director to make necessary accounting and budgetary entries.

PASSED AND ADOPTED by the City Council of the City of Marina at a regular meeting duly held on the 6th day of August 2025, by the following vote:

AYES: COUNCIL MEMBERS: McAdams, McCarthy, Biala, Visscher, Delgado

NOES: COUNCIL MEMBERS: None

ABSENT: COUNCIL MEMBERS: None

ABSTAIN: COUNCIL MEMBERS: None

Bruce Delgado, Mayor

ATTEST:

Anita Sharp, Deputy City Clerk

Flock Safety + CA - Marina PD

Flock Group Inc.
1170 Howell Mill Rd, Suite 210
Atlanta, GA 30318

MAIN CONTACT:
Lupe Wood
lupe.wood@flocksafety.com
8325998244

flock safety

flock safety

ORDER FORM

This order form ("**Order Form**") hereby incorporates and includes the terms of the previously executed agreement (the "**Terms**") which describe and set forth the general legal terms governing the relationship (collectively, the "**Agreement**"). The Terms contain, among other things, warranty disclaimers, liability limitations and use limitations.

This additional services Agreement will be effective when this Order Form is executed by both Parties (the "**Effective Date**")

Customer:	CA - Marina PD	Initial Term:	12 Months
Legal Entity Name:	CA - Marina PD	Renewal Term:	12 Months
Accounts Payable Email:	marinapdbilling@cityofmarina.org	Payment Terms:	Net 30
Address:	211 Hillcrest Avenue Marina, California 93933	Billing Frequency:	Annual Plan - First Year Invoiced at Signing.
		Retention Period:	30 Days

Hardware and Software Products

Annual recurring amounts over subscription term

Item	Cost	Quantity	Total
Flock Safety Platform			\$48,500.00
Flock Safety Flock OS			
Enhanced LPR Upgrade	Included	1	Included
Flock Safety LPR Products			
Flock Safety LPR, fka Falcon	Included	15	Included

Professional Services and One Time Purchases

Item	Cost	Quantity	Total
One Time Fees			
Flock Safety Professional Services			
Professional Services - Standard Implementation Fee	\$0.00	15	\$0.00

Subtotal Year 1:	\$48,500.00
Annual Recurring Subtotal:	\$48,500.00
Discounts:	\$9,750.00
Estimated Tax:	\$0.00
Contract Total:	\$48,500.00

*Taxes shown above are provided as an estimate. Actual taxes are the responsibility of the Customer. This Agreement will automatically renew for successive renewal terms of the greater of one year or the length set forth on the Order Form (each, a "**Renewal Term**") unless either Party gives the other Party notice of non-renewal at least thirty (30) days prior to the end of the then-current term.*

The Term for Flock Hardware shall commence upon first installation and validation, except that the Term for any Flock Hardware that requires self-installation shall commence upon execution of the Agreement. In the event a Customer purchases more than one type of Flock Hardware, the earliest Term start date shall control. In the event a Customer purchases software only, the Term shall commence upon execution of the Agreement.

Billing Schedule

Billing Schedule	Amount (USD)
Year 1	
At Contract Signing	\$48,500.00
Annual Recurring after Year 1	\$48,500.00
Contract Total	\$48,500.00

*Tax not included

Discounts

Discounts Applied	Amount (USD)
Flock Safety Platform	\$0.00
Flock Safety Add-ons	\$0.00
Flock Safety Professional Services	\$9,750.00

Product and Services Description

Flock Safety Platform Items	Product Description
Flock Safety LPR, aka Falcon	Law enforcement grade infrastructure-free (solar power + LTE) license plate recognition camera with Vehicle Fingerprint™ technology (proprietary machine learning software) and real-time alerts for unlimited users.
Professional Services - Standard Implementation Fee	One-time Professional Services engagement. Includes site and safety assessment, camera setup and testing, and shipping and handling in accordance with the Flock Safety Standard Implementation Service Brief.
Enhanced LPR Upgrade	The Enhanced LPR Package is a software add-on for any of the FlockOS™ tiers designed to help detectives and patrol officers conduct more efficient, informed, and collaborative investigations. Its advanced License Plate Recognition (LPR) features streamline investigations, providing officers with immediate access to essential information and improving communication within and across departments.

FlockOS Features & Description

FlockOS Features	Description
Convoy Search	Unearth hidden connections by detecting suspect vehicles that frequently travel together. This tool is invaluable for investigating organized or serial crimes and identifying accomplices.
Visual Search	Transforms any digital photo into a potent investigative lead, enhancing evidence collection. Upload the image of a vehicle into FlockOS™ to initiate a reverse image search that will help you identify crucial suspect vehicle information and unlock dead-end investigations.
Multi Geo Search	Connects the dots between multiple crimes and crime scenes. Link a suspect vehicle to multiple incidents based on location, without needing a vehicle description or plate number.
Custom Hot List Attachments	The ability to add case notes, photos, reports, and other relevant case information to Custom Hot List Alerts
Custom Hot List Deconfliction	Allows Flock Safety users to identify overlapping investigations within their agency and within other law enforcement agencies and provide the contact information of opted-in parties to facilitate collaboration.
Unlimited Vehicle Description Alerts	Users can set up and receive notifications for suspect vehicles based on body type, make, color, location and timeframe. Notifications are sent via app, SMS or email when a vehicle matching the predetermined criteria passes a camera in your organization's network.

By executing this Order Form, Customer represents and warrants that it has read and agrees to all of the terms and conditions contained in the previously executed agreement.

The Parties have executed this Agreement as of the dates set forth below.

FLOCK GROUP, INC.

Customer: CA - Marina PD

By: _____

By: _____

Name: Mark Smith

Name: _____

Title: _____

Title: _____

Date: _____

Date: _____

PO Number: _____

July 7, 2025

Item No. **10f(5)**

Honorable Mayor and Members
of the Marina City Council

City Council Meeting
of August 6, 2025

**CITY COUNCIL TO CONSIDER ADOPTING RESOLUTION NO. 2025-,
APPROVING THE PURCHASE OF FIFTEEN (15) ADDITIONAL FLOCK
LICENSE PLATE RECOGNITION CAMERAS AS PART OF THE MARINA
POLICE DEPARTMENT'S EXPANSION OF THE CITY'S REAL-TIME CRIME
CENTER (RTCC) NETWORK; AUTHORIZING THE CITY MANAGER TO
EXECUTE AN AGREEMENT PURCHASING THE EQUIPMENT, SUBJECT TO
FINAL REVIEW AND APPROVAL BY THE CITY ATTORNEY; AND
AUTHORIZING THE FINANCE DIRECTOR TO MAKE NECESSARY
ACCOUNTING AND BUDGETARY ENTRIES.**

RECOMMENDATION:

It is recommended that the City Council adopt Resolution No. 2025-__:

1. Approving the purchase and associated documentation for the acquisition of fifteen (15) additional Flock Falcon License Plate Recognition (LPR) cameras for the Marina Police Department, as an expansion of the existing contract with Flock Group, Inc.;
2. Authorizing the City Manager to execute an agreement to purchase the equipment, subject to final review and approval by the City Attorney; and
3. Authorize the Finance Director to make necessary accounting and budgetary entries.

BACKGROUND:

In 2023 the City Council approved the original purchase of 21 Flock Falcon LPR cameras to support the City's development of a Real-Time Crime Center (RTCC), aimed at enhancing public safety, expanding investigative capability, and promoting proactive law enforcement. These cameras have been strategically placed throughout the City.

The initial success of these cameras in aiding criminal investigations, deterring crime, and supporting regional law enforcement operations prompted the City Council to allocate funding in the FY 2025–2026 adopted budget for an additional 15 Flock cameras.

ANALYSIS:

The proposed expansion involves 15 new LPR camera units that will be fully integrated into the City's current Flock camera network. These additional placements are based on data-driven analysis identifying specific geographic gaps in visibility. All newly proposed sites have been vetted for public safety impact, jurisdictional clarity, and optimal coverage of key traffic corridors.

The procurement will occur under the terms of the **previously executed CA - Marina PD - Law Enforcement Agreement** dated November 29, 2023, and associated Expansion Agreement. The new order form explicitly confirms that:

“Customer understands that the previously executed agreement with Flock Safety shall govern this purchase order, and that any further purchase orders mutually accepted by the parties shall be subject to the terms and conditions previously agreed upon, which confirms that there are no differing terms of agreement other than those already accepted.”

This ensures continuity of service, consistency in system architecture, and transparency in pricing and deployment.

Each camera includes:

- Solar-powered wireless deployment with cellular connectivity
- High-resolution imaging and vehicle LPR functionality
- Secure, CJIS-compliant 30-day data retention
- Real-time alerts on BOLO or hot list plates
- Full integration with Marina PD's investigative systems and RTCC platform

FISCAL IMPACT:

The total cost for the 15-camera expansion is \$45,000. The breakdown of the costs, including the one-time software upgrade is as follows:

Description	Qty	Unit Cost	Total
Flock Falcon LPR Cameras	15	\$3,000	\$45,000
Installation Cost	15	650	9,750
One-Time Software Upgrade (Supports all 36 cameras)	1	3,500	3,500
Subtotal			\$58,250
Less Discount on installation			(9,750)
Total Contract Amount			\$48,500

- **Fiscal Year 2025-26 Cost:** \$48,500.00
- **Total Annual Cost:** \$45,000.00
- **Billing Method:** Annual
- **Funding Source:** FY 2025–2026 City Council approved budget under Police Technology Enhancements
- **Procurement Compliance:** Aligned with previously approved contract. No new agreement is required.

The annual costs for the flock cameras have been incorporated into the Fiscal Year 2025-26 and Fiscal Year 2026-27 Budget. The impact to the current budget associated with the agreement is the additional \$3,500 for the software upgrades. It is anticipated that funding to support this additional amount will be available in the approved Police Department operating budget.

This order is subject to the terms and conditions outlined in the executed *CA - Marina PD - Law Enforcement Agreement* dated November 29, 2023. All terms regarding billing, service, usage, and renewal remain in effect.

CONCLUSION:

This request represents a strategic continuation of the City's public safety technology investment. With no changes to previously agreed contractual terms, this deployment will address existing surveillance gaps, integrate seamlessly into Marina's RTCC system, and offer enhanced visibility for law enforcement operations.

This request is submitted for City Council consideration and possible action.

Respectfully submitted,

Randy Hopkins
Chief of Police
City of Marina

REVIEWED/CONCUR:

Layne Long
City Manager
City of Marina