

**CITY OF BELLE ISLE, FLORIDA**  
**CITY COUNCIL AGENDA ITEM COVER SHEET**

**Meeting Date:** June 16, 2026

**To:** Honorable Mayor and City Council Members

**From:** Travis Grimm – Chief of Police

**Subject:** Approval of Flock Safety Integrated Public Safety Camera Expansion Program

**Background:**

The City currently operates seventeen (17) Flock license plate reader cameras and has successfully utilized the Flock platform for investigative and crime prevention purposes.

The Belle Isle Police Department currently uses Flock Safety technology in its public safety, crime prevention, and investigative operations. The Department has worked with Flock Safety to develop a proposed expansion of the City's existing camera network by deploying thirteen (13) Condor Pan-Tilt-Zoom (PTZ) cameras strategically located throughout the City.

The proposed deployment consists of twelve (12) solar-powered PTZ cameras and one (1) AC-powered PTZ camera. These cameras will provide live and recorded video coverage of public spaces, parks, boat ramps, major intersections, commercial corridors, and other strategic locations throughout Belle Isle.

Unlike traditional stand-alone camera systems, the proposed cameras operate within the same FlockOS platform currently utilized by the Department. This integration allows officers, supervisors, and investigators to access license plate reader data, live camera feeds, recorded video, alerts, and investigative tools through a single cloud-based interface.

The proposed system will enhance officer safety, improve situational awareness during critical incidents, increase investigative capabilities, and further the City's long-term goal of building a scalable real-time crime and intelligence network.

This proposal allows the City to evaluate the system's effectiveness while minimizing financial risk and maintaining flexibility in final camera placement.

This expansion represents another step toward developing a scalable, real-time crime and intelligence network for the City of Belle Isle, without the significant personnel costs of increasing staffing levels.

**Negotiated Benefits:**

During discussions with Flock Safety, staff secured several significant concessions and benefits for the City, including:

- Waiver of all installation and implementation fees.
- Discounted pricing resulting in approximately \$32,750 in savings over standard pricing.
- Designation of Belle Isle as a demonstration and reference agency for other municipalities evaluating similar technology.
- A 90-day "Project Prove It" pilot period that allows the City to terminate the agreement without penalty if the technology does not meet expectations.
- Flexibility to evaluate camera locations during the first 90 days and remove or relocate cameras that do not provide operational value.

The pilot period significantly reduces risk to the City and allows staff to validate camera placement based upon actual field performance.

#### Sole Source Procurement:

Staff has obtained a Sole Source Certification from Flock Safety, which documents that the proposed technology platform, software, hardware, cloud infrastructure, analytics capabilities, and integrated public safety network are proprietary products available exclusively through Flock Safety.

The sole source documentation further establishes that Flock Safety is the only provider offering this specific combination of integrated live video, license plate reader technology, vehicle fingerprint analytics, cloud-based evidence management, CJIS-compliant data storage, and nationwide law enforcement camera-sharing network capabilities.

Because the proposed system is proprietary and integrates directly with the City's existing Flock Safety infrastructure, staff recommends using the City's sole-source procurement provisions.

#### **Staff Recommendation and Council Discussion Points:**

Staff believes the proposed deployment represents a cost-effective opportunity to significantly enhance public safety capabilities throughout the City.

The proposed camera locations focus on key parks, boat ramps, commercial corridors, major intersections, and strategic ingress/egress points. The integration of these cameras into the existing Flock platform will provide officers with immediate access to live video and intelligence information during both emergency and investigative situations.

The negotiated price concessions, waived installation fees, sole-source compatibility with the City's existing system, and the 90-day risk-free evaluation period make this proposal a favorable investment in public safety technology.

Approval of all thirteen (13) cameras provides the City with the greatest operational benefit while preserving flexibility to remove or relocate cameras during the evaluation period should staff determine adjustments are necessary.

Staff believes this proposal represents a prudent investment in technology that will enhance public safety while maximizing existing personnel resources.

For these reasons, the staff recommends approval.

### **Discussion Points:**

The proposed camera system provides several operational advantages to the City and Police Department, including:

- Live and recorded video monitoring from Department computers and authorized mobile devices.
- Remote pan-tilt-zoom capabilities allow officers to assess incidents before arrival.
- Integration with the City's existing Flock Safety platform and License Plate Reader network.
- Access to the nationwide Flock network and participating agency camera systems.
- Cloud-based storage and management with no additional City server or IT infrastructure requirements.
- Enhanced officer safety through real-time situational awareness.
- Improved investigative capabilities and case clearance rates.
- Increased coverage of parks, public spaces, boat ramps, and key transportation corridors.

The proposed cameras will be integrated into the same system currently used by Belle Isle officers and investigators, allowing personnel to quickly access both vehicle intelligence and live video from a single platform rather than multiple software systems.

### **Suggested Motion:**

**"I move to approve the Flock Safety Agreement for thirteen (13) Condor PTZ cameras at an annual cost of \$52,000, approve the sole source procurement as presented, and authorize the City Manager to execute all necessary agreements."**

### **Alternatives:**

**Alternative 1:** Approve as presented.

**Alternative 2:** Approve a reduced number of cameras and direct staff to revise the deployment plan.

**Alternative 3:** Deny the request.

### **Fiscal Impact:**

- Annual Cost: \$52,000
- Contract Term: 24 Months
- Total Contract Value: \$104,000
- Installation Fees Waived
- Discounts Received: Approximately \$32,750
- 90-Day Risk-Free Evaluation Period
- No Additional IT Infrastructure Required

### **Attachments:**

- Flock Safety Proposal
- Flock Safety Agreement
- Sole Source Certification Letter

