



# Eustis Police Department

51 E. Norton Ave., Eustis, FL 32726 (352) 483-5400

**Road Patrol Division**

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TO: EUSTIS CITY COMMISSION

FROM: Tom Carrino, City Manager

DATE: February 15, 2024

RE: Resolution 24-15: Approving a Photo Enforcement Services Agreement with Altumint, Inc.

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**Introduction:**

Consistent with Chapter 2023-174, Laws of Florida, Resolution Number 24-15 authorizes the City Manager to execute the Photo Enforcement Services Agreement with Altumint, Inc., attached as Exhibit "A" to the Resolution.

**Recommended Action:**

The administration recommends approval of Resolution Number 24-15.

**Background:**

On February 1, 2024, the Eustis City Commission approved Ordinance 24-11, which established a School Zone Speed Enforcement Program.

Consistent with state statute, Ordinance 24-11 included traffic study data showing that certain school zones in Eustis constitute a heightened safety risk warranting additional traffic enforcement measures. The Police Department believes there is a need for additional enforcement measures in these areas and school zone cameras have the potential to dramatically reduce the number of speeding vehicles that threaten the life and safety of pedestrians.

By partnering with Altumint, the Police Department is employing a force multiplier to ensure school zone speeds are enforced more effectively. Altumint then helps to streamline the process and eliminate the hiring of exponentially more staff by providing administrative support such as the mailing and payment processing of issued citations.

Studies have shown that a child struck by a vehicle going 20 mph or less has a 90% survival rate. That number drops to 50% at 30 mph and at 40 mph the chance of survival is less than a 10%. Having an automated speed enforcement system in school zones will encourage drivers to pay more attention when entering school zones, thus decreasing the likelihood of a serious accident involving a child.

**February 1, 2024 City Commission Meeting**

At the February 1, 2024, City Commission meeting, Altumint's contract was presented to City Commission with several recommended revisions announced by the City Attorney.

The Altumint representative present at the meeting indicated theoretical agreement to the revisions; however, on the record the representative advised that Altumint reserved the right not to sign the agreement pending review of the revisions by Altumint's CEO, Holly Cooper.

With an unsigned agreement and Altumint's reservation of the right not to sign pending the revisions approved by City Commission in Resolution 24-15, an enforceable contract between the City and Altumint did not exist.

The City Attorney and Altumint representatives worked on revising the agreement to adopt the recommendations made at the February 1, 2024 City Commission meeting, along with other modifications. Altumint's CEO, Holly Cooper, has signed the revised agreement which is now ready for review by City Commission.

The revisions to the agreement are substantial in effect and in nature, warranting an opportunity for public input and discussion by City Commission in compliance with Florida law.

Altumint will provide key administrative services such as mailing citations, processing payments, and providing a customer service call center. Altumint will provide the necessary monitoring equipment and provide ongoing maintenance/support of the system. Furthermore, training and support for City staff involved in the school zone speed enforcement program will also be provided. The speed detection systems are provided to the City on a cost-neutral basis, which means the City has no out-of-pocket expenses as Altumint retains their fees out of the fines collected that are not already statutorily allocated to certain government entities per section 316.1896, Florida Statutes.

A summary of important modifications to the original proposed contract which now form part of the executed contract being presented to City Commission are as follows:

- Altumint shall provide the City with the 30-day statutory warning/public awareness campaign required by law at NO COST to the City.
- City will only be liable for damage to equipment resulting from the City's neglect or misuse of the equipment.
- Distribution of Funds section includes clarification that weekly reconciliation of funds from citation payments will include processing of payments to the Department of Revenue, other governmental entities and the School Crossing Guard Recruitment and Retention Program in compliance with section 316.1896, Florida Statutes.
- Confidentiality provision was completely overhauled to protect the City with regard to public records compliance.
- In compliance with section 316.0776, the contract will not automatically renew; instead, the contract may be renewed after the initial 5-year term.

- Termination of the contract for convenience, i.e., for any reason with 30 days written notice was added.
- Insurance and Liability section was updated to reflect a \$5,000,000.00 liability cap to the City instead of the prior language which capped liability at 12-months' worth of payments received by Altumint.
- Indemnification provision was completely overhauled to provide the City with unilateral protection by Altumint for services provided under the contract.
- Notice provision and venue specification to Lake County were also updated.
- The number of monitoring systems to be installed were updated from 4 to 8 to cover the four schools identified in Ordinance 24-11 for inclusion in the program.

**Community Input:**

There will be an opportunity for public input at the City Commission meeting on February 15, 2024.

**Budget/Staff Impact:**

There is no direct cost to the City of Eustis per the Altumint contract. The agreement does allow Altumint to retain \$3,499.00 per monitoring system per month in fines collected.

**Attachments:**

Resolution 24-15 with Agreement attached as Exhibit "A"  
Original Agreement for reference.

**Reviewed By:**

Chief Craig A. Capri, Chief of Police

**Prepared By:**

Captain Jon Fahning, Road Patrol Commander

**Updated By:**

Tom Carrino, City Manager

**Revised By:**

Sasha O. Garcia, City Attorney