

## **RESOLUTION NO 2026-073**

### **CITY OF LAKE CITY, FLORIDA**

**A RESOLUTION OF THE CITY OF LAKE CITY, FLORIDA APPROVING THAT CERTAIN AGREEMENT BETWEEN THE CITY AND AXON ENTERPRISE, INC., AN ARIZONA CORPORATION, FOR DRONE-BASED VIDEO SURVEILLANCE EQUIPMENT AND SERVICES TO BE UTILIZED BY THE CITY OF LAKE CITY, BY AND THROUGH ITS POLICE DEPARTMENT; MAKING CERTAIN FINDINGS OF FACT IN SUPPORT OF THE CITY APPROVING SAID AGREEMENT; RECOGNIZING THE AUTHORITY OF THE MAYOR TO EXECUTE AND BIND THE CITY TO SAID AGREEMENT; DIRECTING THE MAYOR TO EXECUTE AND BIND THE CITY TO SAID AGREEMENT; REPEALING ALL PRIOR RESOLUTIONS IN CONFLICT; AND PROVIDING AN EFFECTIVE DATE.**

**WHEREAS**, the Procurement Policies & Procedures Manual (the “City Purchasing Policies”) of the City of Lake City (the “City”) provides certain items may be purchased based upon competitively solicited contracts awarded by other governmental entities; and

**WHEREAS**, the City by and through the Lake City Police Department (the “Department”) has a need for drone-based video surveillance equipment and services (the “Products and Services”); and

**WHEREAS**; Sourcewell, a Minnesota government unit and service cooperative (“Sourcewell”), negotiated a contract with Axon Enterprise, Inc., an Arizona corporation (the “Vendor”) to supply the Products and Services pursuant to Solicitation Number 101223; and

**WHEREAS**, the City Manager has determined for purposes of economy in procurement, to conserve resources, and pursuant to the City Purchasing Policies, the City will rely on the competitively solicited contract awarded for the Products and Services by Sourcewell; and

**WHEREAS**, the Vendor desires to enter into a contract with the City to provide to the City the Products and Services on such terms and conditions as the Vendor has contracted with Sourcewell; and

**WHEREAS**, the City similarly desires to enter into such a contract with the Vendor in the form of the Exhibit attached hereto (the “Agreement”); and

**WHEREAS**, engaging the Vendor to provide the Products and Services is in the public interest and in the interests of the City; now therefore

**BE IT RESOLVED** by the City Council of the City of Lake City, Florida:

1. Engaging the Vendor to provide the Products and Services in the Agreement is in the public or community interest and for public welfare; and

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2. In furtherance thereof, the Agreement in the form of the Exhibit attached hereto should be and is approved by the City Council of the City of Lake City; and
  3. The Mayor of the City of Lake City is the officer of the City duly designated by the City's Code of Ordinances to enforce such rules and regulations as are adopted by the City Council of the City of Lake City; and
  4. The Mayor of the City of Lake City is authorized and directed to execute on behalf of and bind the City to the terms of the Agreement; and
  5. All prior resolutions of the City Council of the City of Lake City in conflict with this resolution are hereby repealed to the extent of such conflict; and
  6. This resolution shall become effective and enforceable upon final passage by the City Council of the City of Lake City.

**APPROVED AND ADOPTED**, by an affirmative vote of a majority of a quorum present of the City Council of the City of Lake City, Florida, at a regular meeting, this \_\_\_ day of June, 2026.

BY THE MAYOR OF THE CITY OF LAKE CITY,  
FLORIDA

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Noah E. Walker, Mayor

ATTEST, BY THE CLERK OF THE CITY COUNCIL  
OF THE CITY OF LAKE CITY, FLORIDA:

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Audrey E. Sikes, City Clerk

APPROVED AS TO FORM AND LEGALITY:

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Clay Martin, City Attorney

**INTENT TO PIGGYBACK OFF COOPERATIVE PROCUREMENT**

**Sourcewell Contract #101223-AXN**

This agreement (“the Agreement”) is hereby made this \_\_\_ day of \_\_\_\_\_, 2026, by the City of Lake City, Florida (“Agency”) and Axon Enterprise, Inc. (“Axon”). Collectively, Agency and Axon are the “Parties.”

WHEREAS, the Agency is desirous of having Axon provide Public Safety Video Surveillance Solutions with Related Equipment, Software, and Accessories, as herein described; and

WHEREAS, Axon is a party to Contract No. 101223-AXN with Sourcewell dated February 6, 2024, related to “Public Safety Video Surveillance Solutions with Related Equipment, Software and Accessories” (the “Sourcewell Contract”), which is incorporated herein by reference; and

WHEREAS, Axon has agreed to provide goods and services within the scope of the Sourcewell Contract to the Agency at the same prices chargeable to Sourcewell; and

WHEREAS, the goods and/or services required by the Agency and that the Agency seeks to obtain from Axon are within the scope of the Sourcewell Contract; and

WHEREAS, it is the purpose of this Agreement to describe the formal rights and obligations of the Parties;

NOW, THEREFORE, WITNESSETH that, for the consideration herein indicated, and in consideration of the mutual promises and covenants set forth in this Agreement, the Parties Agree as follows:

1. The Parties intend to utilize the Sourcewell Contract for the goods and services detailed in the Quote attached hereto as Exhibit B and incorporated herein by reference (the “Quote”).
2. The Parties agree that the terms and conditions outlined under the attached Exhibit A – Addendum to Sourcewell Agreement shall apply and are hereby incorporated as part of this Agreement.
3. In the event the term of the subscriptions specified on the Quote extends past the termination or expiration of the Sourcewell Contract, the terms and conditions of the Sourcewell Contract shall remain in full force and effect as it applies to the Quote and will continue in effect for such order until the term of that Quote expires or the order is cancelled or terminated in accordance with the terms of this Agreement or the Sourcewell Contract.

This Agreement, together with Sourcewell Contract #101223-AXN, constitute the entire agreement between the Parties relating to the subject matter of this Agreement. All prior understandings, agreements, correspondence and discussions of the Parties are merged into and made a part of this Agreement. To the extent that the terms of the documents conflict, the terms of this Agreement shall control.

This Agreement may be executed by the Parties by facsimile and in counterparts, each of which shall be deemed an original and all of which together shall constitute one and the same instrument.

Each representative identified below declares they have been expressly authorized to execute this Agreement as of the date of signature.

**Axon Enterprise, Inc.**

**City of Lake City, Florida**

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Name: Noah E. Walker

Title: \_\_\_\_\_

Title: Mayor

Date: \_\_\_\_\_

Date: \_\_\_\_\_

## **Exhibit A - Addendum to Sourcewell Terms**

The following clauses are hereby added into the Agreement between the City of Lake City, Florida (the “Agency”) and Axon Enterprise, Inc. (“Axon”) in accordance with any terms and conditions outlined below:

- 1) **Public Records.** Axon shall generally comply with Florida’s public records laws, and specifically Axon shall:
  - a) Keep and maintain public records required by the Agency to perform and/or provide the service or services contracted for herein.
  - b) Upon request from the Agency’s custodian of public records, provide the Agency with a copy of the requested records or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in Chapter 119, Florida Statutes, or as otherwise provided by law.
  - c) Ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the term of this Agreement and following completion of this Agreement if Axon does not transfer the records to the Agency.
  - d) Upon completion of this Agreement, transfer, at no cost, to the Agency all public records in possession of Axon or keep and maintain public records required by the Agency to perform the service. If Axon transfers all public records to the Agency upon completion of this Agreement, Axon shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If Axon keeps and maintains public records upon completion of this Agreement, Axon shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to the Agency, upon request from the Agency’s custodian of public records, in a format that is compatible with the information technology systems of the Agency.

**If Axon has questions regarding the application of Chapter 119, Florida Statutes, to Axon's duty to provide public records relating to this contract, contact the Agency's Custodian of Public Records at:**

**Audrey E. Sikes, City Clerk,  
City of Lake City Custodian of Public Records  
at 386-719-5756 or SikesA@lcfla.com  
Mailing Address  
205 North Marion Avenue,  
Lake City, Florida 32055.**

- 2) **E-Verify.** As a condition precedent to entering into this Agreement, and in compliance with Section 448.095, Fla. Stat., Axon and its subcontractors shall, register with and use the E-Verify system to verify work authorization status of all employees hired after January 1, 2021.
  - a) Axon shall require each of its subcontractors to provide Axon with an affidavit stating that the subcontractor does not employ, contract with, or subcontract with an unauthorized alien. Axon

shall maintain a copy of the subcontractor's affidavit as part of and pursuant to the records retention requirements of this Agreement.

- b) The Agency, Axon, or any subcontractor who has a good faith belief that a person or entity with which it is contracting has knowingly violated Section 448.09(1), Fla. Stat. or the provisions of this section shall terminate the contract with the person or entity.
- c) The Agency, upon good faith belief that a subcontractor knowingly violated the provisions of this section, but Axon otherwise complied, shall promptly notify Axon and Axon shall immediately terminate the contract with the subcontractor.
- d) A contract terminated under the provisions of this section is not a breach of contract and may not be considered such. Any contract termination under the provisions of this section may be challenged pursuant to Section 448.095(5)(d), Fla. Stat. Axon acknowledges that upon termination of this Agreement by the Agency for a violation of this section by Axon, Axon may not be awarded a public contract for at least one (1) year. Axon further acknowledges that Axon is liable for any additional costs incurred by the Agency as a result of termination of any contract for a violation of this section.
- e) Axon or subcontractor shall insert in any subcontracts the clauses set forth in this section, including this subsection, requiring the subcontractors to include these clauses in any lower tier subcontracts. Axon shall be responsible for compliance by any subcontractor or lower tier subcontractor with the clauses set forth in this section.



Axon Enterprise, Inc.  
 17800 N 85th St  
 Scottsdale, Arizona 85255  
 United States  
 VAT: 86-0741227  
 Domestic: (800) 978-2737  
 International: +1.800.978.2737

**EXHIBIT B**



**Q-794111-46148JD**  
 Issued: 05/06/2026  
 Quote Expiration: 06/30/2026  
 Estimated Contract Start Date: 08/01/2026

Account Number: 112724  
 Payment Terms: N30  
 Mode of Delivery: AUTO-GND  
 Credit/Debit Amount: \$0.00

SHIP TO	BILL TO
Lake City Police Dept-FL 225 NW Main Blvd Lake City, FL 32055-3919 USA	Lake City Police Dept-FL 205 N Marion Ave Lake City FL 32055-3918 USA Email:

SALES REPRESENTATIVE	PRIMARY CONTACT
Johnathan Dugas Phone: 8134980208 Email: jdugas@axon.com Fax:	Phone: Email: Fax:

**Quote Summary**

Program Length	36 Months
<b>TOTAL COST</b>	<b>\$48,602.92</b>
<b>ESTIMATED TOTAL W/ TAX</b>	<b>\$48,602.92</b>

**Discount Summary**

Average Savings Per Year	\$0.03
<b>TOTAL SAVINGS</b>	<b>\$0.08</b>

**Payment Summary**

Date	Subtotal	Tax	Total
Jul 2026	\$48,602.92	\$0.00	\$48,602.92
<b>Total</b>	<b>\$48,602.92</b>	<b>\$0.00</b>	<b>\$48,602.92</b>

Quote Unbundled Price: **\$36,399.55**  
 Quote List Price: **\$36,399.55**  
 Quote Subtotal: **\$48,602.92**

**Pricing**

*All deliverables are detailed in Delivery Schedules section lower in proposal*

Item	Description	Qty	Term	Unbundled	List Price	Net Price	Subtotal	Tax	Total
<b>A la Carte Hardware</b>									
102472	AXON AIR - SKYDIO R10 SPARE PROPELLERS	1			\$59.00	\$59.00	\$59.00	\$0.00	\$59.00
101229	AXON AIR - SKYDIO SPOTLIGHT FOR X10	1			\$265.00	\$265.00	\$265.00	\$0.00	\$265.00
101212	AXON AIR - SKYDIO SPARE PROPELLERS FOR X10	1			\$295.00	\$295.00	\$295.00	\$0.00	\$295.00
101211	AXON AIR - SKYDIO SPEAKER FOR X10	1			\$320.00	\$320.00	\$320.00	\$0.00	\$320.00
102469	AXON AIR - SKYDIO R10 BATTERY	1			\$350.00	\$350.00	\$350.00	\$0.00	\$350.00
101237	AXON AIR - SKYDIO BATTERY (150W) FOR X10	1			\$370.00	\$370.00	\$370.00	\$0.00	\$370.00
102494	AXON AIR - SKYDIO R10 SOLUTION REPLACEMENT	1			\$500.00	\$500.00	\$500.00	\$0.00	\$500.00
102691	AXON AIR - SKYDIO DROPPER FOR X10	1			\$950.00	\$950.00	\$950.00	\$0.00	\$950.00
102765	AXON AIR - SKYDIO X10 PATROL DFR HW KIT	1			\$20,700.00	\$20,700.00	\$20,700.00	\$0.00	\$20,700.00
A00030	AXON AIR R10 PATROL KIT BUNDLE	1		36	\$8,943.67	\$584.64	\$21,047.04	\$0.00	\$21,047.04
<b>A la Carte Software</b>									
101530	AXON AIR - SKYDIO DATA MANAGEMENT SUITE	1		36	\$104.08	\$104.08	\$3,746.88	\$0.00	\$3,746.88
<b>Total</b>							<b>\$48,602.92</b>	<b>\$0.00</b>	<b>\$48,602.92</b>

**Delivery Schedule**

Bundle	Item	Description	QTY	Shipping Location	Estimated Delivery Date
A la Carte	101211	AXON AIR - SKYDIO SPEAKER FOR X10	1		07/01/2026
A la Carte	101229	AXON AIR - SKYDIO SPOTLIGHT FOR X10	1		07/01/2026
A la Carte	102765	AXON AIR - SKYDIO R10 PATROL DFR HW KIT	1		07/01/2026
<b>AXON AIR R10 PATROL KIT BUNDLE</b>					
A la Carte	102471	AXON AIR - SKYDIO R10 PATROL HW KIT	1		08/01/2026
A la Carte	101212	AXON AIR - SKYDIO SPARE PROPELLERS FOR X10	1		08/01/2026
A la Carte	101237	AXON AIR - SKYDIO BATTERY (150W) FOR X10	1		08/01/2026
A la Carte	102469	AXON AIR - SKYDIO R10 BATTERY	1		08/01/2026
A la Carte	102472	AXON AIR - SKYDIO R10 SPARE PROPELLERS	1		08/01/2026
A la Carte	102494	AXON AIR - SKYDIO R10 SOLUTION REPLACEMENT	1		08/01/2026
A la Carte	102691	AXON AIR - SKYDIO DROPPER FOR X10	1		08/01/2026

**Software**

Bundle	Item	Description	QTY	Estimated Start Date	Estimated End Date
<b>AXON AIR R10 PATROL KIT BUNDLE</b>					
AXON AIR R10 PATROL KIT BUNDLE	102467	AXON AIR - SKYDIO R10 SUBSCRIPTION PLAN	1	08/01/2026	07/31/2029
AXON AIR R10 PATROL KIT BUNDLE	102656	AXON AIR - AXON EVIDENCE UNLIMITED DATA STORAGE PER DRONE	1	08/01/2026	07/31/2029
A la Carte	101530	AXON AIR - SKYDIO DATA MANAGEMENT SUITE	1	08/01/2026	07/31/2029

**Services**

<b>Bundle</b>	<b>Item</b>	<b>Description</b>	<b>QTY</b>
AXON AIR R10 PATROL KIT BUNDLE	12021	AXON AIR - PROFESSIONAL IMPLEMENTATION	1

## Shipping Locations

Location Number	Street	City	State	Zip	Country
1	225 NW Main Blvd	Lake City	FL	32055-3919	USA

## Payment Details

Jul 2026						
Invoice Plan	Item	Description	Qty	Subtotal	Tax	Total
Upfront	101211	AXON AIR - SKYDIO SPEAKER FOR X10	1	\$320.00	\$0.00	\$320.00
Upfront	101212	AXON AIR - SKYDIO SPARE PROPELLERS FOR X10	1	\$295.00	\$0.00	\$295.00
Upfront	101229	AXON AIR - SKYDIO SPOTLIGHT FOR X10	1	\$265.00	\$0.00	\$265.00
Upfront	101237	AXON AIR - SKYDIO BATTERY (150W) FOR X10	1	\$370.00	\$0.00	\$370.00
Upfront	101530	AXON AIR - SKYDIO DATA MANAGEMENT SUITE	1	\$3,746.88	\$0.00	\$3,746.88
Upfront	102469	AXON AIR - SKYDIO R10 BATTERY	1	\$350.00	\$0.00	\$350.00
Upfront	102472	AXON AIR - SKYDIO R10 SPARE PROPELLERS	1	\$59.00	\$0.00	\$59.00
Upfront	102494	AXON AIR - SKYDIO R10 SOLUTION REPLACEMENT	1	\$500.00	\$0.00	\$500.00
Upfront	102691	AXON AIR - SKYDIO DROPPER FOR X10	1	\$950.00	\$0.00	\$950.00
Upfront	102765	AXON AIR - SKYDIO X10 PATROL DFR HW KIT	1	\$20,700.00	\$0.00	\$20,700.00
Upfront	A00030	AXON AIR R10 PATROL KIT BUNDLE	1	\$21,047.04	\$0.00	\$21,047.04
<b>Total</b>				<b>\$48,602.92</b>	<b>\$0.00</b>	<b>\$48,602.92</b>

**Tax is estimated based on rates applicable at date of quote and subject to change at time of invoicing. If a tax exemption certificate should be applied, please submit prior to invoicing.**

Contract Sourcewell #:101223-AXN is incorporated by reference into the terms and conditions of this Agreement. In the event of conflict the terms of Axon's Master Services and Purchasing Agreement shall govern.

## Standard Terms and Conditions

Axon Enterprise Inc. Sales Terms and Conditions

Axon Master Services and Purchasing Agreement:

This Quote is limited to and conditional upon your acceptance of the provisions set forth herein and Axon's Master Services and Purchasing Agreement (posted at <https://www.axon.com/sales-terms-and-conditions>), as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. In the event you and Axon have entered into a prior agreement to govern all future purchases, that agreement shall govern to the extent it includes the products and services being purchased and does not conflict with the Axon Customer Experience Improvement Program Appendix as described below.

ACEIP:

The Axon Customer Experience Improvement Program Appendix, which includes the sharing of de-identified segments of Agency Content with Axon to develop new products and improve your product experience (posted at [www.axon.com/legal/sales-terms-and-conditions](http://www.axon.com/legal/sales-terms-and-conditions)), is incorporated herein by reference. By signing below, you agree to the terms of the Axon Customer Experience Improvement Program.

Acceptance of Terms:

Any purchase order issued in response to this Quote is subject solely to the above referenced terms and conditions. By signing below, you represent that you are lawfully able to enter into contracts. If you are signing on behalf of an entity (including but not limited to the company, municipality, or government agency for whom you work), you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, please do not sign this Quote.

Signature

Date Signed

5/6/2026

