



TO: THE HONORABLE MAYOR AND CITY COUNCIL
AGENDA: City Council Regular Meeting
DATE: February 3, 2026
ITEM #: H.6
SUBJECT: Authorize the City Manager to Enter a New Co-Termed Contract for the Existing Flock License Plate Readers

Recommendation for Action: Staff recommends that the City Council adopt Resolution No. _____ to:

- (1) Authorize the City Manager to enter into a 2-year contract for goods and services with Flock Group, Inc. for an amount not to exceed \$300,000;
- (2) Allocate an additional \$80,000 in revenue from the Woodland Cannabis Dispensary Agreements into the General Fund (Fund 1101); and
- (3) Appropriate the same \$80,000 in additional expenditures to the Police department budget in Fund 1101.

Staff Contacts:

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Fiscal Impact:

In partnership with Woodland's four cannabis dispensaries, the City will be reimbursed \$80,000 per year (\$160,000 of the contract total) for security services rendered through the Woodland Police Department in lieu of 24/7 on-site security, minimizing the City's direct cost to Flock to approximately \$140,000.

The cost for the new cannabis dispensary cameras was not included in the current approved Fiscal Year 2025/26 operating budget. Additional appropriations are required to allow for these cameras, but the reimbursement from the dispensaries will fully offset the additional appropriations requested by this Resolution.

Background:

Over the course of many years, the City of Woodland Police Department has purchased Flock Falcon cameras for amounts which did not require a contract or council authorization per the purchasing rules outlined in the Woodland Municipal Code. As the department anticipates future use and growth of Flock systems, it was prudent to co-term all existing purchases into a single contract to improve transparency and compliance with the purchasing rules established by the Woodland Municipal Code.

Discussion:

The Woodland Police Department (the "Department") has implemented multiple Flock License Plate Reader (LPR) cameras over the past few years. Individually, these cameras cost approximately \$3,000 to \$4,000 per year to lease (depending on when they were originally leased) and are purchased under individual purchase agreements that renew annually from the date of purchase. Administratively, having over 40 cameras renewing multiple times a year has proven difficult to manage from a billing and budgeting perspective. Administrative issues notwithstanding, the Department also found that this hindered the ability to provide accurate ownership and contract

information to the public when requested. The Department has worked with Flock to co-term, or aggregate, all of the existing agreements into a single contract for ease of billing and transparency in what cameras the city is paying for. Per City Municipal Code, purchases over \$15,000 require a signed contract with the vendor, and purchases over \$100,000 must be awarded by City Council. The Department's intention moving forward is to amend this singular contract from time to time as additional cameras or services are needed from Flock, rather than drafting new contracts on a per-device basis.

Conclusion: Staff recommends that the City Council adopt Resolution No. _____ to:

- (1) Authorize the City Manager to enter into a 2-year contract for goods and services with Flock Group, Inc. for an amount not to exceed \$300,000;
- (2) Allocate an additional \$80,000 in revenue from the Woodland Cannabis Dispensary Agreements into the General Fund (Fund 1101); and
- (3) Appropriate the same \$80,000 in additional expenditures to the Police department budget in Fund 1101.

Prepared by: Richard Perry, Management Analyst

Reviewed by: Ryan L. Kinnan, Chief of Police



Ken Hiatt
City Manager

Attachments:

1. Embarc - City of Woodland Signed Agreement
2. Perfect Union - City of Woodland Signed Agreement
3. Sundial Collective - City of Woodland Signed Agreement
4. Woodland Cannabis Dispensary - City of Woodland Signed Agreement
5. Flock Sole Source Justification
6. Flock Group, Inc. - City of Woodland Unsigned Agreement
7. Proposed Resolution - Flock Contract