



BOARD OF SUPERVISORS  
AGENDA LETTER

Agenda Number:

Clerk of the Board of Supervisors  
105 E. Anapamu Street, Suite 407  
Santa Barbara, CA 93101  
(805) 568-2240

**Department Names:** Information Technology  
**Department Nos.:** 067  
**For Agenda Of:** September 10, 2024  
**Placement:** Administrative  
**Estimated Time:**  
**Continued Item:** No  
**If Yes, date from:**  
**Vote Required:** Majority

---

**TO:** Board of Supervisors  
**FROM:** Department  
Director(s) Chris Chirgwin, Chief Information Officer (CIO), (805) 568-2608  
Contact Info: Andre Monostori, Deputy CIO, (805) 568-2606  
**SUBJECT:** **Second Amendment to the Agreement Between the County of Santa Barbara and Pictometry International Corp. for Digital Aerial Data Acquisition Projects; All Districts**

---

**County Counsel Concurrence**

As to form: Yes

Other Concurrence: Risk Management

As to form: Yes

**Auditor-Controller Concurrence**

As to form: Yes

**Recommended Actions:**

That the Board of Supervisors:

- a) Approve and authorize the Chair to execute a Second Amendment (Second Amendment) to the Agreement with Pictometry International Corp., a Delaware corporation (BC19187) (Agreement) for continued provision of digital aerial imagery datasets and associated software by amending the scope of work and increasing the maximum Agreement amount from \$464,600 to \$1,701,830, a total increase of \$1,237,230, effective upon signature by the County for services provided from July 1, 2018, through June 30, 2030; and
- b) Approve and authorize the Chair to execute the Agreement for Funding with the City of Goleta and the City of Santa Barbara for funding contributions toward the Second Amendment to the Agreement.
- c) Waive further competition and authorize procurement of the imagery and software without conducting a competitive bid process, based on the prior competitive process by Los Angeles County under cooperative purchasing guidelines pursuant to County Code Section 2-38; and

- d) Determine that the above recommended action is a government funding mechanism or other government fiscal activity, which does not involve any commitment to any specific project that may result in a potentially significant physical impact on the environment and is therefore not a project under the California Environmental Quality Act (CEQA) pursuant to section 15378(b)(4) of the CEQA Guidelines.

**Summary Text:**

Staff is requesting that the Board approve a Second Amendment to the Agreement with Pictometry International Corp. for the acquisition of aerial imagery that includes all of the County and meets a diverse set of needs. This Second Amendment will increase the maximum Agreement amount to \$1,701,830.

The Second Amendment improves on the quality of the imagery by capturing it at a higher resolution than previously done. This second amendment includes one mandatory flight and two optional ones. The optional flights can occur at varying frequencies within the term of the Agreement.

The original Agreement was the result of cooperative purchasing based on a competitive procurement process conducted by Los Angeles County (LAC). Therefore, staff is requesting that the Board waive further competition and authorize procurement of the imagery and software without conducting a competitive bid process, based on the prior competitive process by LAC.

**Background:**

The original acquisition of Pictometry imagery in 2018 put the County on a path toward achieving its collective aerial imagery needs. The 2018 Agreement leveraged a contract negotiated by LAC for the Los Angeles Regional Imagery Acquisition Consortium (LARIAC). The last aerial imagery was acquired in 2021 per an amendment to the 2018 Agreement. That first amendment limited the scope to only populated areas of the County. This Second Amendment to that Agreement will allow participating departments to save time and money by not having to look for a suitable vendor year-over-year. The imagery can be leveraged by multiple departments that would otherwise be unable to utilize this type of technology, and creates public value by decreasing costs and risks associated with field checks that can be done in-house with the use of the imagery.

The product consists of aerial imagery coverage of the entire County, a technological service that prior to the Agreement, certain County departments were individually purchasing on a semi-annual basis for over 20 years. The aerial imagery datasets can be leveraged by many County departments, local cities, and special districts that may not otherwise have access to or infrastructure for such technology. The vendor will capture both orthogonal (90-degree angle) and oblique (45-degree angle) color images that can then be viewed through a special application that allows for further measurement analysis, map-spotting, public viewership, and exportability to different file types.

It should be noted that multiple County departments have been working with the vendor over the past several years. This second amendment is effectively a renewal of our existing Agreement to procure additional flights over the next decade to leverage long-term image acquisition discounts to create budget certainty and minimize year over year increases. The County is choosing this vendor based on

advantageous pricing as well as their positive track record delivering reliable service to several California counties, including Santa Barbara.

This second amendment includes changes to the parameters of the flights and associated imagery to make the imagery more useful to multiple departments. These changes include expanding the flights to cover the entire County instead of the urban areas covered in the 2021 flight and redefining the resolution requirements to provide higher resolution imagery. These changes and the option for more frequent flights (every two years instead of three years) resulted in an increase to the annual cost.

**Performance Measure:**

- Reduced expenses and risks associated with field visits, site inspections, and other travel
- Improved efficiencies in workload management because of quality imagery, measurement tools, and software capabilities
- Interdepartmental operability, utilizing one product so all participants are on the same page
- Improved delivery of information to the public through visual map tools and data overlays

The return on and of investment potential is strong as departments become accustomed to the product in their daily operations. It will give all participating departments an opportunity to eliminate certain expenses through implementation of GIS software.

**Fiscal and Facilities Impacts:**

Budgeted: Yes, and costs are expected to be budgeted in the subsequent fiscal years.

**Fiscal Analysis:**

This second amendment will be funded by four County departments, and the Cities of Santa Barbara and Goleta pursuant to a contract between the County and said Cities pursuant to which the County will provide imagery to each City in exchange for payments calculated based on the area (in square miles) of each City (Cities Contract). The Information Technology Department (ITD) will collect these funds in a timely manner to offset the initial outlay of funds via its operational budget. Additionally, Technology Innovation Funds have been allocated for FY 2024-25 and FY 2025-26 to offset a portion of the costs to the four County departments.

Funding Sources	Years			Project Cost
<b>ORIGINAL AGREEMENT</b>	<u>FY 2018-19</u>	<u>FY 2019-20</u>		
	\$ 138,115.00	\$ 138,115.00		\$ 276,230.00
<b>AMENDMENT 1</b>	<u>FY 2021-22</u>	<u>FY 2022-23</u>	<u>FY 2023-24</u>	
<b>Total Flight 1</b>	\$ 62,790.00	\$ 62,790.00	\$ 62,790.00	\$ 188,370.00
<b>AMENDMENT 2</b>				
	<u>FY 2024-25</u>	<u>FY 2025-26</u>		
Cities	\$ 10,700.40	\$ 10,700.40		
Technology Innovation Funding	113,709.94	113,709.94		
Clerk-Recorder Assessor Elections	20,448.67	20,448.67		
Planning and Development	20,448.67	20,448.67		
Public Works	20,448.67	20,448.67		
Sheriff	20,448.67	20,448.67		
<b>Total Flight 2</b>	<b>\$ 206,205.00</b>	<b>\$ 206,205.00</b>		<b>\$ 412,410.00</b>
	<u>FY 2026-27</u>	<u>FY 2027-28</u>		
Cities	\$ 10,700.40	\$ 10,700.40		
Clerk-Recorder Assessor Elections	48,876.16	48,876.16		
Planning and Development	48,876.16	48,876.16		
Public Works	48,876.16	48,876.16		
Sheriff	48,876.16	48,876.16		
<b>Total Flight 3</b>	<b>\$ 206,205.00</b>	<b>\$ 206,205.00</b>		<b>\$ 412,410.00</b>
	<u>FY 2028-29</u>	<u>FY 2029-30</u>		
Cities	\$ 10,700.00	\$ 10,700.00		
Clerk-Recorder Assessor Elections	48,876.16	48,876.16		
Planning and Development	48,876.16	48,876.16		
Public Works	48,876.16	48,876.16		
Sheriff	48,876.16	48,876.16		
<b>Total Flight 4</b>	<b>\$ 206,205.00</b>	<b>\$ 206,205.00</b>		<b>\$ 412,410.00</b>
<b>Total Project Cost</b>				<b>\$ 1,701,830.00</b>

No part of the costs of the imagery to be provided to the Cities pursuant to the Cities Contract is offset by the Technology Fund contribution.

**Narrative:**

As noted in this Second Amendment, the County has the option to terminate its obligations with regard to the Third or Fourth Projects thereunder by providing Pictometry written notice within specified timeframes. The Agreement also allows for termination for non-appropriation. There are no Federal grant monies being used to fund this Agreement.

**Key Contract Risks:**

Summarized, the contract term is for a period of nine years following Initial Receipt of Imagery under the Second Project, but the County may terminate its obligations with respect to the Third or Fourth Projects. The payments for the Second Project are due upon initial delivery of imagery and activation of online services in year one of the amendment. Delivery anniversary payment is due in the second year. If the County's obligations with respect to the Third or Fourth Projects are not terminated, payment will need to be made to cover the respective acquisition. Issues could arise in the unlikely event the vendor does not deliver an acceptable product under the deliverable terms specified in the contract.

Contract risks are overall limited as the participating departments have budgeted for aerial imagery products in the past. The vendor is highly reputable across the country, acting as the standard leader in their industry and serving over half of all U.S. counties nationwide.

**Staffing Impacts:**

Potential for a decrease in extra help and contracted positions for some departments. The product will help departments adjust current staff time spent on field tasks that can be done at a desktop utilizing this product. Impact will be positive for staff in each department, creating opportunities to improve efficient and effective service delivery to the public. As noted above in performance measures, this product helps minimize risk staff would otherwise be subject to in the field. It also reduces the amount of time spent away from the office doing in-person field checks. This technology service is also in line with the County's Renew initiative, re-designing how we work and helping re-balance our resources.

**Special Instructions:** Provide one (1) duplicate original of the Second Amendment and a Minute Order to Onelia Rodriguez, Finance Manager, Information Technology Department.

**Attachments:**

1. Attachment A—Second Amendment to Agreement
2. Attachment B—Funding Agreement with Cities
3. Attachment C—First Amendment to Agreement
4. Attachment D—Los Angeles County External Entity Agreement Between Pictometry International Corp. and County of Santa Barbara
5. Attachment E—LARIAC Agreement

**Authored by:**

Jason Womack, Department Business Specialist, Information Technology Department