



**BOARD OF SUPERVISORS
AGENDA LETTER**

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

Agenda Number:

**Submitted on:
(COB Stamp)**

Department Name: Information Technology
Department No.: 067
Agenda Date: June 10, 2025
Placement: Administrative
Estimated Time: NA
Continued Item: NA
If Yes, date from:
Vote Required: 4/5

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: Third Amendment to the Agreement with Pictometry International Corp.; 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 the Third Amendment to the Agreement (BC19187) with Pictometry International Corp. (Agreement), by amending the scope of work to include additional services (Third Amendment);
- b) Approve and authorize the Chair to execute an Agreement with the City of Santa Maria (City Contract) for the sharing of deliverables under and funding contributions toward BC19187;
- c) Approve the attached Budget Revision Request 0010296;
- d) 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
- e) 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 requests that the Board approve a Third Amendment to the Agreement with Pictometry International Corp., to include the CONNECT application at no cost that was unintentionally omitted by the vendor as part of the Second Amendment, and to execute the City Contract with the City of Santa Maria (City) for the City to participate in and provide funding toward this Agreement. CONNECT is an internet-based visualization software that allows County staff and participating City staff to access and view the aerial imagery data as part of this agreement. The cities of Santa Barbara and Goleta were added to the Agreement as part of the Second Amendment. The contract's amount and term, which runs through FY 2029-30, do not change with this amendment. Staff is also requesting that the Board approve Budget Revision 0010296 to establish appropriations for this year's costs.

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 Los Angeles County (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. The Second Amendment allowed 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. To date, three flights have been completed and images from those flights have been received by the County.

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.

Fiscal and Facilities Impacts:

Budgeted: No. The cost of the contract was not included in the FY 2024-25 Budget for the ITD Internal Service Fund 1915. The department recently received the images from the most recent flight, as well as the invoice from Pictometry. Budget Revision Request 0010296 (Attachment C) is being requested to transfer \$105,500 of Technology Innovation Funds and to transfer \$82,000 from the four participating departments to cover the County portion of the cost for this fiscal year. The cost of the contract has been included in the Recommended FY2025-26 Budget and will be included in future year budgets.

Fiscal Analysis:

Since Board approval of the Second Amendment, the City of Santa Maria (at a cost of \$8,261 per year) has decided to join the cities of Santa Barbara and Goleta to participate in this agreement. This does not increase the total amount of the contract. However, their participation reduces the amount of contribution from the Technology Innovation Fund in FY 2024-25 and FY 2025-26. The City of Santa Maria's contribution will also help reduce the proportion paid by the County departments in the remaining years (FY 2026-27 through FY 2029-30). As noted in past board letters, 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 benefiting from the service. No part of the costs of the imagery to be provided to the City pursuant to the City Contract is offset by the Technology Fund contribution. Participating departments will transfer their portion of the services as outlined in the table below.

Funding Sources	Years		Project Cost
ORIGINAL AGREEMENT	<u>FY 2018-19</u>	<u>FY 2019-20</u>	
	\$ 138,115.00	\$ 138,115.00	\$ 276,230.00
AMENDMENT 1	<u>FY 2021-22</u>	<u>FY 2022-23</u>	<u>FY 2023-24</u>
Total Flight/Project 1	\$ 62,790.00	\$ 62,790.00	\$ 62,790.00
AMENDMENT 2	<u>FY 2024-25</u>	<u>FY 2025-26</u>	
Cities (Santa Barbara and Goleta)	\$ 10,700.40	\$ 10,700.40	
Technology Innovation Funding	105,448.67	105,448.67	
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	
AMENDMENT 3			
City (Santa Maria)	8,261.27	8,261.27	
Total Flight/Project 2	\$ 206,205.02	\$ 206,205.02	\$ 412,410.04
	<u>FY 2026-27</u>	<u>FY 2027-28</u>	
Cities*	\$ 18,961.67	\$ 18,961.67	
Clerk-Recorder Assessor Elections	46,810.83	46,810.83	
Planning and Development	46,810.83	46,810.83	
Public Works	46,810.83	46,810.83	
Sheriff	46,810.83	46,810.83	
Total Flight/Project 3	\$ 206,204.99	\$ 206,204.99	\$ 412,409.98
	<u>FY 2028-29</u>	<u>FY 2029-30</u>	
Cities*	\$ 18,961.67	\$ 18,961.67	
Clerk-Recorder Assessor Elections	46,810.83	46,810.83	
Planning and Development	46,810.83	46,810.83	
Public Works	46,810.83	46,810.83	
Sheriff	46,810.83	46,810.83	
Total Flight/Project 4	\$ 206,204.99	\$ 206,204.99	\$ 412,409.98
Total Project Cost			\$ 1,701,830.00

*Includes the funding for the City of Santa Maria

Key Contract Risks:

The Agreement term is for a period of nine years following Initial Receipt of Imagery under the Second Project, but the County has the option terminate its obligations with respect to the Third or Fourth Projects by providing Pictometry written notice within the specified timeframes in the contract. The payments for the Second Project are due upon initial delivery of imagery and activation of online services in FY 2024-25. 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.

Special Instructions:

Please email a copy of the executed Third Amendment, City Contract, and minute order to Onelia Rodriguez (onrodriguez@countyofsb.org) and Jason Womack (jwomack@countyofsb.org) with the Information Technology Department.

Attachments:

Attachment A – Third Amendment to Agreement

Attachment B – Agreement with City of Santa Maria

Attachment C – Budget Revision Request 0010296

Attachment D – Second Amendment to Agreement

Attachment E – First Amendment to Agreement

Attachment F – Los Angeles County External Entity Agreement Between Pictometry International Corp. and County of Santa Barbara

Attachment G – LARIAC Agreement

Authored by:

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