



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: General Services
Department Nos.: 063
For Agenda Of: May 15, 2018
Placement: Administrative
Estimated Time:
Continued Item: No
If Yes, date from:
Vote Required: Majority

TO: Board of Supervisors
FROM: General Services Janette D. Pell, Director, (805) 560-1011
SUBJECT: Agreement Between the County of Santa Barbara and Pictometry International Corp. for Digital Aerial Data Acquisition Project

County Counsel Concurrence

As to form: Yes

Other Concurrence:

Purchasing Agent

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 Los Angeles County External Entity Agreement with Pictometry International Corp. (not a local vendor) to provide digital aerial imagery datasets and associated software, effective upon signature by the County and continuing for a period of three years following initial receipt of imagery, in an amount not to exceed \$287,830.50, with a credit of \$11,600.00, and total payments not to exceed \$276,230.50;
- b) 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; and
- c) Determine that the proposed actions consist of administrative activities of governments that will not result in direct or indirect physical changes in the environment and therefore are not a project under the California Environmental Quality Act (CEQA) pursuant to CEQA Guidelines section 15378(b)(5).

Summary Text:

The County of Santa Barbara has a unique opportunity to acquire and improve the Geographic Information System (GIS) technological needs through this proposed Agreement with Pictometry International Corp. The product consists of aerial imagery coverage of almost the entire County, a technological service that certain County departments have been individually purchasing on a semi-annual basis for over 20 years. For this project, there are a total of five County departments: Assessor, Public Works, Fire, Sheriff, and Planning & Development, coming together in a joint effort to fund the project. The aerial imagery datasets can then be leveraged as a billable service to other 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 software program that allows for further measurement analysis, map-spotting, public viewership, and exportability to different file types. This contract covers one set of images derived from a single aerial flight that will be done in and around September 2018. The images will only be “updated,” or rectified, during the contract term if any errors are found and need correcting.

There are currently several other California counties and cities leveraging this same contract negotiated by Los Angeles County (LAC) for the Los Angeles Regional Imagery Acquisition Consortium (LARIAC). The original Los Angeles agreement was the result of a competitive procurement process and is currently in its fifth phase of renewal. The LAC External Entity Agreement was developed using the LAC agreement and incorporating certain sections from that agreement. LARIAC contract documents can be found online at <https://egis3.lacounty.gov/dataportal/lariac/lariac-archives/lariac4-archive/lariac4-downloads/lariac-contract-documents/>. Therefore, staff is requesting that your 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. It should be noted that the Assessor and other County departments have been working with the vendor over the past several years, performing our due diligence. The County is choosing this vendor based on advantageous pricing as well as their positive track record delivering reliable service to several other California counties.

Background:

Since the 1990s, aerial imagery has been a critical technological tool for departments that have had the need and ability to acquire it. In the early 2000s, with the rise of more advanced geospatial information data, the County struggled to keep up with its GIS needs. Though the County appointed a Geographic Information Office at one point to help implement a more centralized County collaborative to acquire these technologies, the 2008 recession effectively halted these efforts. Since then, County departments reliant upon this technology have been independently seeking and disparately funding imagery-only projects.

The proposed acquisition would create a partnership that would put the County on a better path towards achieving their collective GIS needs. This Agreement will allow the County to save time and money by not having to look for a suitable vendor year-over-year, gives leveraging capability that allows non-GIS capable departments to utilize the 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. This solution consolidates GIS on one server thus eliminating the maintenance of multi-department GIS servers.

Based on recent events, the County had an opportunity to experience the Pictometry product and their customer service. Immediately following the recent Montecito 1/9 Debris Flow, Pictometry reached out to see whether they could assist the County in recovery efforts. Within two weeks of the disaster, a project flight was underway. By the end of January 2018, the County had access to aerial imagery and software for 58 square miles of the disaster zone and surrounding areas. The quality control process was quick and accurate, delivering a fully reconciled image in less than a few weeks from the flight date. The imagery has helped the Assessor with their property and infrastructure damage assessments. The imagery was also made available to other departments to help them in their review of the area. It is helping County employees do their jobs faster and better, saving them time and risk that would be much greater without this technology.

Performance Measure:

Specific performance measures will vary between each department that utilizes the technology. Some common examples are:

- 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
- Intra- and inter-departmental 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

Fiscal Analysis:

<u>Funding Sources</u>	<u>FY 2018-19:</u>	<u>FY 2019-20</u>	<u>FY 2020-21</u>	<u>Total One-Time Project Cost</u>
Clerk-Recorder-Assessor	\$ 19,202.04	\$ 19,522.05	\$ 19,522.05	\$ 58,246.14
Fire	\$ 19,202.03	\$ 19,522.03	\$ 19,522.03	58,246.09
Planning & Development	\$ 19,202.03	\$ 19,522.03	\$ 19,522.03	58,246.09
Public Works	\$ 19,202.03	\$ 19,522.03	\$ 19,522.03	58,246.09
Sheriff	\$ 19,202.03	\$ 19,522.03	\$ 19,522.03	58,246.09
Total	\$ 96,010.16	\$ 97,610.17	\$ 97,610.17	\$ 291,230.50

Narrative:

The total contract amount for the Pictometry contract is \$287,830.50. The County conducted an initial flyover in January 2018, thus is receiving a credit of \$11,600.00, for a not to exceed amount of \$276,230.50. Furthermore, there is an estimated three year administrative cost for General Services ICT support not to exceed \$15,000.00, for a total project cost of \$291,230.50. Each department listed above will contribute funding towards this project. In subsequent years, additional departments may decide to begin utilizing this product. The plan is to develop a charging model in future years to share in the cost

of GIS but in order to get started, the departments listed above have agreed to a cost sharing model. Subsequent fiscal years appropriations are contingent on Board Approval of Operating Budgets. Nevertheless, most departments prepared to budget the project in FY 2017-18 and are therefore ready to incorporate exact costs in their upcoming. There are no Federal grant monies being used to fund this project.

Key Contract Risks:

The project is budgeted over three fiscal years. The first payments are due upon initial delivery of imagery and activation of online services in year one. Delivery anniversary payments are due in the second and third years. Issues could arise if the departments involved do not properly budget for the contract over the three year term, or if the vendor does not deliver an acceptable product under the deliverable terms specified in the contract.

Contract risks are overall limited as the County departments involved have budgeted for aerial imagery products in the past. The vendor is also 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 departments, creating opportunities to improve efficient and effective service delivery to the public.

Special Instructions: Please route copy of the signed agreement to General Services.

Attachments:

1. Los Angeles County External Entity Agreement Between Pictometry International Corp. and County of Santa Barbara

Authored by:

Michael Daly, Assessment Supervisor, County of Santa Barbara Assessor

cc:

Joseph Holland, Clerk-Recorder-Assessor & Registrar of Voters

Eric Peterson, Fire Chief

Bill Brown, Sheriff

Scott McGolpin, Director, Public Works

Dianne Black, Interim Director, Planning and Development