

# Memorandum



**Date:** January 17, 2024

Agenda Item No. 8(P)(2)

**To:** Honorable Chairman Oliver G. Gilbert, III  
and Members, Board of County Commissioners

**From:** Daniella Levine Cava  
Mayor 

**Subject:** Recommendation to Access the Alpharetta, Georgia Contract for Speed Detection Camera System for School Zones

## **Summary**

This item is being presented in response to the attached Resolution No. R-901-23, sponsored by Vice Chairman Anthony Rodriguez, adopted by the Board of County Commissioners (Board) on October 3, 2023, directing the County Mayor or County Mayor's designee to negotiate a contract with RedSpeed Georgia, LLC (RedSpeed) for turnkey installation and operation of an automated speed detection and enforcement system at over 200 school zones which piggybacks on the terms and conditions of the competitively awarded contract between the City of Alpharetta, Georgia and RedSpeed.

The contract provides a speed detection camera system and program that is exclusively violator funded and includes all speed detection cameras and systems inclusive of permitting, installation, repair, maintenance, and signage to detect violators. RedSpeed is responsible for mailing citations to violators. The system also provides a secure website accessible for violators to view images and a portal to pay for citations electronically. The implementation of this program will be at no cost to the County and revenue positive, as the vendor will make the initial capital investment for purchase and installation of the cameras. The projected revenue is \$144,000,000 to the County and \$71,000,000 to the vendor over a six-year term.

## **Recommendation**

It is recommended that the Board of County Commissioners (Board) approve accessing a competitively established contract by the City of Alpharetta, Georgia, *Contract No. 20-103, Speed Detection Camera System for School Zones*, with RedSpeed for the Miami-Dade Police Department. The projected revenue is \$144,000,000 to the County and \$71,000,000 to the vendor over a six-year term.

## **Background**

A Request for Proposal (RFP) No. 20-103 was solicited by the City of Alpharetta (City) on June 6, 2019. The scope of work posted by the City required the awarded proposer to, amongst other things, supply a speed camera detection system and program for nine school zones in the City. This system was required to be exclusively violator funded. All installation, maintenance, calibration, administration, and regulatory compliance costs were the responsibility of the vendor per the RFP. The proposer was given the option of accomplishing this through a revenue split per citation paid, or a fixed cost per citation paid.

Upon the solicitation closing date of June 20, 2019, three proposals were received by the City. Proposals were received from RedSpeed, Verra Mobility, and Sensys America. Proposals were evaluated against the scoring criteria outlined in the solicitation. A contract was subsequently awarded to RedSpeed effective July 21, 2019 for a five-year term with five, one-year options to renew.

The Strategic Procurement Department (SPD) reviewed the City of Alpharetta, Georgia contract awarded to RedSpeed. Additionally, SPD reviewed House Bill 657 (HB 657) and conducted market research to determine the current vendors in the market that provide similar systems and services as well and how these systems and services have been procured by other agencies. To gather information to respond to the Resolution, SPD staff reviewed other contracts related to automated speed detection and enforcement systems as well as vendors that provide such systems/solutions. Additionally, SPD worked with staff from the Information Technology Department (ITD), Department of Transportation and

MDC001

Public Works (DTPW), and Miami-Dade Police Department (MDPD) to determine how this system would need to integrate into existing systems and what the County's true system and service needs are. Finally, County staff met with RedSpeed representatives on multiple occasions to gather additional information. HB 657 directs Florida Department of Transportation (FDOT) to develop and release placement and installation specifications by December 31, 2023. HB 657 also requires the County to notify the public that a speed detection system may be in use by posting signage. The County must make a public announcement and conduct a public awareness campaign at least 30 days before commencing enforcement under the speed detection system program.

By piggybacking on the City's contract, MDPD will work with RedSpeed to ensure compliance with Miami-Dade County Code, Miami-Dade County Ordinance, Florida HB 657, and subsequent amendments to applicable Florida Statute sections for all goods and services provided under this contract. MDPD will serve as the lead department with the following responsibilities including, but not limited to:

- Coordinate with ITD to ensure successful integration or interfacing of the speed detection system with any existing County (or applicable equivalent Miami-Dade County Constitutional Officer) systems;
- Coordinate with DTPW for any integration with existing traffic systems;
- Compliance with HB 657 including, but not limited to: ensuring the speed detection devices meet the placement and installation specifications established by FDOT; launching a public announcement and conducting a public awareness campaign of the speed detection systems at least 30 days before commencing enforcement under the speed detection system; in coordination with DTPW, obtaining and placing appropriate applicable signage relating to the speed detection devices; annual reporting of all systems within the County's jurisdiction in accordance with HB 657 requirements; and coordination of payments to other entities per HB 657; and
- Work with the Contractor to develop an implementation plan for installation of speed detection devices.

RedSpeed shall complete the following tasks at no cost to the County:

- Furnish, install, and maintain the speed detection system;
- Comply with FDOT placement and installation specifications;
- Assist MDPD in the public announcement and awareness campaign;
- Integrate/Interface with any existing systems as required by the County; and
- Work with MDPD in developing an implementation plan; no equipment may be installed without MDPD's approval of the plan.

This contract is contingent on approval by the Board and RedSpeed's compliance with the minimum requirements specified above. Failure to fulfill these requirements or comply with any contract terms and conditions may result in termination of this agreement by the County.

### **Scope**

The school zone speed detection systems under this contract will only be in the unincorporated areas of the County, but the scope of this item is countywide in nature.

### **Fiscal Impact/Funding Source**

There is expected to be a positive fiscal impact to the County resulting from this item as the contract is expected to generate revenue for the County. The estimated value of this contract is \$215,000,000. The projected revenue for the six-year term is \$144,000,000 for the County and \$71,000,000 for RedSpeed.

It is important to note that the speeding ticket penalty is \$75 in Georgia and \$100 in Florida. The vendor receives 33% of each ticket in the City's contract and will receive the same or less per ticket on a tiered

approach in the County’s contract. The County would not necessarily retain all \$144,000,000, as HB 657 indicates the County will retain \$60 to administer speed detection systems in school zones and other public safety initiatives and will remit \$40 to entities as follows: \$20 to the Department of Revenue for deposit into the General Revenue Fund; \$12 to the School District for school security initiatives, student transportation, or safety of student walking conditions; \$5 to the County or municipality for the School Guard Recruitment and Retention Program; and \$3 to the Law Enforcement Criminal Justice Standards and Training Trust Fund. The vendor would be entitled to 33% of the \$60 retained by the County for the first 100 systems installed, 32% for the 101 to 200 systems installed, 31% for the 201 to 300 systems installed, and 30% for 301 or more systems installed. There is no contract currently in place. The estimated contract value is based on all variables remaining the same as in the City contract with the exception of the number of school zones: the City contract implemented six school zones, while the County’s contract will be for 206 school zones. Based on SPD staff negotiations, the projected revenue to the County could exceed the amounts stated.

Department	Projected Revenue to County	Projected Revenue to Vendor	Contract Manager
MDPD*	\$144,000,000	\$71,000,000	Nicholas Santos

\*Note: The accessed agreement contains termination for convenience provisions and the letter of agreement includes a provision for assignment of the resultant contract to the constitutional office.

**Track Record/Monitor**

Jessica Tyrrell of SPD is the Division Director.

**Delegated Authority**

If this item is approved, the County Mayor or County Mayor’s designee will have the authority to exercise all provisions of the contract, including any cancellation, renewals, or extensions, pursuant to Section 2-8.1 of the Miami-Dade County Code and Implementing Order 3-38.

**Vendor Recommended for Award**

Vendor	Principal Address	Local Address	Number of Employee Residents	Principal
			1) Miami-Dade 2) Percentage*	
Redspeed Georgia, LLC	400 Eisenhower Lane North Lombard, IL	None	4	Robert Liberman
			4%	

\*Provided pursuant to Resolution No. R-1011-15. Percentage of employee residents is the percentage of vendor’s employees who reside in Miami-Dade County as compared to the vendor’s total workforce.

**Due Diligence**

Pursuant to Resolution No. R-187-12, due diligence was conducted in accordance with SPD’s Procurement Guidelines to determine contractor responsibility, including verifying corporate status and that there are no performance or compliance issues through various vendor responsibility lists and a keyword internet search. The lists that were referenced included convicted vendors, debarred vendors, delinquent contractors, suspended vendors, and federal excluded parties. There were no adverse findings relating to contractor responsibility.

**Applicability of Ordinances and Contract Measures**

- The two percent User Access Program does not apply.
- The Small Business Enterprise Bid Preference and Local Preference do not apply.
- The Living Wage Ordinance does not apply.

Honorable Chairman Oliver G. Gilbert, III  
and Members, Board of County Commissioners  
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Attachment



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James Reyes  
Chief of Public Safety

# MEMORANDUM

Agenda Item No. 11(A)(17)

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**TO:** Honorable Chairman Oliver G. Gilbert, III  
and Members, Board of County Commissioners

**DATE:** October 3, 2023

**FROM:** Geri Bonzon-Keenan  
County Attorney

**SUBJECT:** Resolution directing the County Mayor to negotiate contract with Redspeed Georgia, LLC accessing competitively solicited contract between City of Alpharetta, Georgia and Redspeed Georgia, LLC for the acquisition of an automated school zone speed detection and enforcement system; and directing the County Mayor to return contract award or provide report to Board within 30 days

Resolution No. R-901-23

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The accompanying resolution was prepared and placed on the agenda at the request of Prime Sponsor Vice Chairman Anthony Rodríguez.



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Geri Bonzon-Keenan  
County Attorney


GBK/uw



**MEMORANDUM**  
(Revised)

**TO:** Honorable Chairman Oliver G. Gilbert, III  
and Members, Board of County Commissioners

**DATE:** October 3, 2023

**FROM:**   
Gen Bonzon-Keenan  
County Attorney

**SUBJECT:** Agenda Item No. 11(A)(17)

Please note any items checked.

- "3-Day Rule" for committees applicable if raised
- 6 weeks required between first reading and public hearing
- 4 weeks notification to municipal officials required prior to public hearing
- Decreases revenues or increases expenditures without balancing budget
- Budget required
- Statement of fiscal impact required
- Statement of social equity required
- Ordinance creating a new board requires detailed County Mayor's report for public hearing
- No committee review
- Applicable legislation requires more than a majority vote (i.e., 2/3's present \_\_\_\_, 2/3 membership \_\_\_\_, 3/5's \_\_\_\_, unanimous \_\_\_\_, CDMP 7 vote requirement per 2-116.1(3)(h) or (4)(c) \_\_\_\_, CDMP 2/3 vote requirement per 2-116.1(3)(h) or (4)(c) \_\_\_\_, or CDMP 9 vote requirement per 2-116.1(4)(c)(2) \_\_\_\_ ) to approve
- Current information regarding funding source, index code and available balance, and available capacity (if debt is contemplated) required

Approved \_\_\_\_\_ Mayor  
Veto \_\_\_\_\_  
Override \_\_\_\_\_

Agenda Item No. 11(A)(17)  
10-3-23

RESOLUTION NO. \_\_\_\_\_ R-901-23

RESOLUTION DIRECTING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO NEGOTIATE CONTRACT WITH REDSPEED GEORGIA, LLC ACCESSING COMPETITIVELY SOLICITED CONTRACT BETWEEN CITY OF ALPHARETTA, GEORGIA AND REDSPEED GEORGIA, LLC FOR THE ACQUISITION OF AN AUTOMATED SCHOOL ZONE SPEED DETECTION AND ENFORCEMENT SYSTEM; AND DIRECTING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO RETURN CONTRACT AWARD OR PROVIDE REPORT TO BOARD WITHIN 30 DAYS

**WHEREAS**, the Florida Legislature passed CS/CS/HB 657 during the 2023 Legislative Session, amending certain provisions of State law governing the use of automated speed detection and enforcement systems in school zones; and

**WHEREAS**, CS/CS/HB 657 became law on June 1, 2023, resulting in Law of Florida 2023-174 taking effect on July 1, 2023 and codified at sections 316.003, 316.008, 316.0776 and 316.1896 et seq., Florida Statutes; and

**WHEREAS**, simultaneous with the adoption of this resolution, the Board is enacting an ordinance, consistent with the provisions of CS/CS/HB 657, implementing an automated speed detection and enforcement system in school zones to reduce speeding and benefit public safety, particularly, the safety of a precious County resource, our children; and

**WHEREAS**, to expeditiously implement an automated school zone speed detection and enforcement system in Miami-Dade County school zones, the County will need to enter a contract with a vendor who can preferably provide a turnkey solution for the installation and operations of a speed detection and enforcement system at school zones; and

**WHEREAS**, pursuant to Implementing Order 3-38, section 3.2.1 of the Miami-Dade County Procurement Guidance Document and Best Practices Manual, and applicable Florida law, Miami-Dade County may competitively award a contract by accessing (aka “piggybacking”) the competitively solicited contract of any other governmental entity; and

**WHEREAS**, the City of Alpharetta, Georgia awarded a contract pursuant to a competitive Request for Proposals (RFP) to RedSpeed Georgia, LLC (“RedSpeed”) for a turnkey installation and operations of an automated speed detection and enforcement system at school zones; and

**WHEREAS**, to expeditiously implement the automated speed detection and enforcement system adopted via ordinance, this Board desires to enter into a contract with RedSpeed accessing the terms and conditions of RedSpeed’s competitively procured contract with the City of Alpharetta, Georgia,

**NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA**, that:

**Section 1.** The foregoing recitals are approved and incorporated herein.

**Section 2.** This Board directs the County Mayor or County Mayor’s designee to negotiate a contract with RedSpeed Georgia, LLC for a turnkey installation and operations of an automated speed detection and enforcement system at school zones which accesses the terms and conditions of the competitively awarded contract between the City of Alpharetta, Georgia and RedSpeed. Within 30 days of the effective date of this resolution, the County Mayor or County Mayor’s designee shall prepare an item for placement on a Board agenda awarding a contract to RedSpeed.



**Section 3.** In the event the County Mayor or County Mayor’s designee cannot finalize a contract award to RedSpeed within the time period set forth in section 2, then the County Mayor or County Mayor’s designee shall provide a report to this Board within 30 days of the effective date of this resolution disclosing the reasons why no contract award has been finalized and place the completed report on an agenda of the full Board without committee review pursuant to rule 5.06(j) of the Board's Rules of Procedure.

The Prime Sponsor of the foregoing resolution is Vice Chairman Anthony Rodríguez. It was offered by Commissioner **Anthony Rodriguez** , who moved its adoption. The motion was seconded by Commissioner **Oliver G. Gilbert, III** and upon being put to a vote, the vote was as follows:

	Oliver G. Gilbert, III, Chairman	<b>aye</b>	
	Anthony Rodríguez, Vice Chairman	<b>aye</b>	
Marleine Bastien	<b>aye</b>	Juan Carlos Bermudez	<b>aye</b>
Kevin Marino Cabrera	<b>aye</b>	Sen. René García	<b>absent</b>
Roberto J. Gonzalez	<b>aye</b>	Keon Hardemon	<b>aye</b>
Danielle Cohen Higgins	<b>aye</b>	Eileen Higgins	<b>nay</b>
Kionne L. McGhee	<b>aye</b>	Raquel A. Regalado	<b>nay</b>
Micky Steinberg	<b>aye</b>		

The Chairperson thereupon declared this resolution duly passed and adopted this 3<sup>rd</sup> day of October, 2023. This resolution shall become effective upon the earlier of (1) 10 days after the date of its adoption unless vetoed by the County Mayor, and if vetoed, shall become effective only upon an override by this Board, or (2) approval by the County Mayor of this resolution and the filing of this approval with the Clerk of the Board.



MIAMI-DADE COUNTY, FLORIDA  
BY ITS BOARD OF  
COUNTY COMMISSIONERS

JUAN FERNANDEZ-BARQUIN, CLERK

By: Basia Pruna  
Deputy Clerk

Approved by County Attorney as  
to form and legal sufficiency.

A handwritten signature in black ink, appearing to read "E. Gonzalez", is written over a horizontal line.

Eduardo W. Gonzalez  
Anita Viciano Zapata



**MEMORANDUM**  
(Revised)

**TO:** Honorable Chairman Oliver G. Gilbert, III  
and Members, Board of County Commissioners

**DATE:** January 17, 2024

**FROM:**   
Gen Bonzon-Keenan  
County Attorney

**SUBJECT:** Agenda Item No. 8(P)(2)

Please note any items checked.

- "3-Day Rule" for committees applicable if raised
- 6 weeks required between first reading and public hearing
- 4 weeks notification to municipal officials required prior to public hearing
- Decreases revenues or increases expenditures without balancing budget
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- Current information regarding funding source, index code and available balance, and available capacity (if debt is contemplated) required

Approved \_\_\_\_\_ Mayor  
Veto \_\_\_\_\_  
Override \_\_\_\_\_

Agenda Item No. 8(P)(2)  
1-17-24

RESOLUTION NO. \_\_\_\_\_

RESOLUTION AUTHORIZING ACCESS OF CONTRACT NO. 20-103, SPEED DETECTION CAMERA SYSTEM FOR SCHOOL ZONES WITH REDSPEED GEORGIA, LLC FOR THE MIAMI-DADE POLICE DEPARTMENT IN A TOTAL AMOUNT ESTIMATED TO BE \$215,000,000.00 FOR A SIX-YEAR TERM; AUTHORIZING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO EXECUTE DOCUMENTS NECESSARY TO ACCESS SAME AND EXERCISE ALL PROVISIONS OF THE CONTRACT, INCLUDING ANY CANCELLATION, RENEWALS OR EXTENSIONS, PURSUANT TO SECTION 2-8.1 OF THE CODE OF MIAMI-DADE COUNTY, FLORIDA AND IMPLEMENTING ORDER 3-38

**WHEREAS**, this Board desires to accomplish the purposes outlined in the accompanying memorandum, a copy of which is incorporated herein by reference,

**NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA**, that:

**Section 1.** This Board approves the access of Contract No. 20-103, Speed Detection Camera System for School Zones with RedSpeed Georgia, LLC for the Miami-Dade Police Department in a total amount estimated to be \$215,000,000.00 for a six-year term.

**Section 2.** This Board authorizes the County Mayor or County Mayor's designee to execute documents necessary to access the same for and on behalf of Miami-Dade County, subject to approval for form and legal sufficiency by the County Attorney's Office, and exercise all provisions of the contract, including any cancellation, renewals or extensions, pursuant to section 2-8.1 of the Code of Miami-Dade County, Florida and Implementing Order 3-38. A copy of the contract documents are on file with and available upon request from the Strategic Procurement Department.

The foregoing resolution was offered by Commissioner  
who moved its adoption. The motion was seconded by Commissioner  
and upon being put to a vote, the vote was as follows:

- |                                  |                      |
|----------------------------------|----------------------|
| Oliver G. Gilbert, III, Chairman |                      |
| Anthony Rodríguez, Vice Chairman |                      |
| Marleine Bastien                 | Juan Carlos Bermudez |
| Kevin Marino Cabrera             | Sen. René García     |
| Roberto J. Gonzalez              | Keon Hardemon        |
| Danielle Cohen Higgins           | Eileen Higgins       |
| Kionne L. McGhee                 | Raquel A. Regalado   |
| Micky Steinberg                  |                      |

The Chairperson thereupon declared this resolution duly passed and adopted this 17<sup>th</sup> day of January, 2024. This resolution shall become effective upon the earlier of (1) 10 days after the date of its adoption unless vetoed by the County Mayor, and if vetoed, shall become effective only upon an override by this Board, or (2) approval by the County Mayor of this resolution and the filing of this approval with the Clerk of the Board.

MIAMI-DADE COUNTY, FLORIDA  
BY ITS BOARD OF  
COUNTY COMMISSIONERS

JUAN FERNANDEZ-BARQUIN, CLERK

By: \_\_\_\_\_  
Deputy Clerk

Approved by County Attorney as  
to form and legal sufficiency.



Eduardo W. Gonzalez