


COUNCIL COMMUNICATION

 CITY OF DES MOINES OFFICE OF THE CITY MANAGER	Number:	22-413	Meeting:	September 12, 2022
	Agenda Item:	62	Roll Call:	22-1449
	Submitted by:	Steven L. Naber, P.E., City Engineer		

AGENDA HEADING:

Approving a blanket purchase order for \$400,000 annually to Cale America, Inc., for monthly software support fees and transaction fees for multi-space meter (MSM) pay stations.

SYNOPSIS:

Recommend approval of a purchase order for \$400,000 annually to Cale America, Inc. (d/b/a Flowbird, 13190 56th Court, Suite 401, Clearwater, FL, 33760) for monthly software support fees and transactions fees for multi-space meter (MSM) pay stations. The fees and rates for these services are established in the current agreement with Cale America, Inc., which runs through June 30, 2026. The City has an agreement with Cale America, Inc., the sole manufacturer of the City's on-street parking system for an initial five (5) year term, plus a renewal for one (1) additional five (5) year term.

FISCAL IMPACT:

Amount: \$400,000 annually/\$1,600,000 through June 30, 2026

Funding Source: 2022-2023 Operating Budget, Page 55, Engineering Department, T&T - Parking Administration, EG062085, Parking Operations Fund

ADDITIONAL INFORMATION:

- The City operates 3,490 metered spaces for on-street parking within the boundaries of the present Parking Meter District.
- These parking spaces in the Parking Meter District are controlled by a system that includes 400 MSM pay stations located on various streets in the meter district.
- On July 19, 2021, by Roll Call No. 21-1147, the City Council approved an agreement with Cale America, Inc. for a multi-space parking meter system based on the issuance of Request for Proposal No, N20-138. This agreement includes monthly fees for licensing, credit card EMV (Europay, Mastercard and Visa) processing, and parking session transactions. The fee amounts contained in the agreement are:
 - Software License - Back-office fees at \$25 per month per meter in service.

- Transaction Fees - Billed monthly at \$0.13 per transaction.
- Annual EMV end-to-end processing fee at \$5 per month per meter in service.
- Based on an estimated 400 MSM pay stations to be in service upon the completion of the project, and to be converted to the payment system, the monthly license and credit card EMV processing fees will be \$12,000 per month, or \$144,000 annually.
- It is estimated that 150,000 parking session transactions will be made each month, resulting in a total transaction fee amount of \$19,500 per month, or \$234,000 annually.
- The overall total fee for licensing, credit card EMV processing, and parking session transactions is estimated to be \$31,500 per month or approximately \$400,000 annually.

PREVIOUS COUNCIL ACTION(S):

Date: July 19, 2021

Roll Call Number: [21-1147](#)

Action: [Accepting](#) proposal of Cale America, Inc. d/b/a Flowbird for multi-space parking meter system and approving the agreement for the same, not to exceed \$3,245,367.40. ([Council Communication No. 21-320](#)) Moved by Gatto to adopt. Motion Carried 7-0.

BOARD/COMMISSION ACTION(S):

Board: Access Advisory Board

Date: April 21, 2021

Resolution Number: 21-19

Action: Frank Strong moved to approve the on-street parking technology project. Nathan Stieler seconded the motion. Motion carried 8-0.

ANTICIPATED ACTIONS AND FUTURE COMMITMENTS:

Issuance of blank purchase orders for the monthly fees in future years during the term of the agreement.

For more information on this and other agenda items, please call the City Clerk's Office at 515-283-4209 or visit the Clerk's Office on the first floor of City Hall, 400 Robert D Ray Drive. Council agendas are available to the public at the City Clerk's Office on Thursday afternoon preceding Monday's Council meeting. Citizens can also request to receive meeting notices and agendas by email by calling the Clerk's Office or sending their request via email to cityclerk@dmgov.org.