



Date September 12, 2022

**RESOLUTION APPROVING THE PAYMENT OF MONTHLY OPERATING COSTS FOR CITY PARKING METER SOFTWARE SUPPORT, TRANSACTION, AND PROCESSING FEES TO CALE AMERICA, INC. D/B/A FLOWBIRD GROUP, AT AN ESTIMATED ANNUAL COST OF \$400,000.00, PURSUANT TO MULTI-SPACE PARKING METER SYSTEM AND SERVICES AGREEMENT**

**WHEREAS**, the City, through its Traffic and Transportation Division, has undertaken the replacement of its existing single-stall parking meters with multi-space parking meters (“MSM”) equipment and operating software, including stall identification markers and stickers, on existing or furnished mounting adapters; installation, certain software, training, software hosting and maintenance, and warranty maintenance of MSM equipment throughout downtown Des Moines; and

**WHEREAS**, on August 24, 2020, the Finance Department, Procurement Division issued a Request for Proposals (N20-138) for Multi-Space Parking Meter System (RFP), including the provision and installation of MSM equipment, certain software and software maintenance, MSM equipment warranty maintenance, and MSM maintenance and operations training, and received 3 proposals in response, which proposals were reviewed by an Evaluation and Selection Committee with recommendation to accept the proposal submitted by Cale America, Inc., d/b/a Flowbird Group, 13190 56th Court, Suite 401, Clearwater, FL, 33760, as the best proposal; and

**WHEREAS**, on July 19, 2021, by Roll Call No. 21-1147, the City Council accepted said recommended proposal and approved a Multi-Space Parking Meter System and Services Agreement between the City and Cale America, Inc. d/b/a Flowbird Group (“Agreement”) through June 30, 2026, with an option to extend the Agreement for one additional 5-year term at the City’s option, in an initial amount not to exceed \$3,245,367.40; and

**WHEREAS**, said Agreement provides that following installation of the MSM pay stations and equipment, the City shall pay to Cale America, Inc. d/b/a Flowbird Group monthly operating costs, including monthly software license fees and transaction and processing fees, on a per meter in service or per transaction basis for the City’s multi-space meter pay stations in unit amounts stated in the Agreement; and

**WHEREAS**, said monthly operating costs, including the monthly software support fees and transaction and processing fees, for the City’s multi-space meter pay stations are estimated by the City’s Traffic and Transportation Division to cost up to \$400,000.00 annually, with an estimated total amount of up to \$1,600,000.00 through June 30, 2026, based on the unit price stated in the Agreement and as further described in the accompanying Council Communication; and

**WHEREAS**, following installation of the multi-space meter pay stations, the Engineering Department, Traffic and Transportation Division requested the Finance Department, Procurement Division to issue a blanket purchase order for payment of said monthly operating costs for the City’s multi-space meter pay stations through June 30, 2026, in accordance with and as required by the Agreement; and

**WHEREAS**, funding for payment of the monthly operating costs required by the Agreement is available at an estimated annual amount of \$400,000.00 from 2022-2023 Operating Budget, Page 55, Engineering Department, T&T - Parking Administration, EG062085, Parking Operations Fund.

**NOW, THEREFORE, BE IT RESOLVED**, by the City Council of the City of Des Moines, Iowa, that:

1. The payment to Cale America, Inc., d/b/a Flowbird Group of monthly operating costs, including the monthly software support fees and transaction and processing fees, for the City’s multi-space meter pay stations as required in the Multi-Space Parking Meter System and Services Agreement, at a total estimated annual cost of



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\$400,000.00, with an estimated total of \$1,600,000 through June 30, 2026, is hereby approved, and the Procurement Division is authorized and directed to issue a blanket purchase order for payment in accordance with said Agreement.

- The City Manager is authorized to allow automatic renewal of the Multi-Space Parking Meter System and Services Agreement for up to one additional five-year term, through June 30, 2031, in accordance with the terms of said Agreement, and the Procurement Administrator is authorized to issue payment under said Agreement for the renewal term, insofar as the terms and costs of said renewal term remain the same as set forth in the Agreement for its initial term and as approved in this resolution and in Roll Call No. 21-1147.

(Council Communication No. 22-413)

MOVED BY \_\_\_\_\_ TO ADOPT.

SECOND BY \_\_\_\_\_.

APPROVED AS TO FORM:

/s/ Glenna K. Frank  
Glenna K. Frank, Assistant City Attorney

COUNCIL ACTION	YEAS	NAYS	PASS	ABSENT
COWNIE				
BOESEN				
GATTO				
MANDELBAUM				
SHEUMAKER				
VOSS				
WESTERGAARD				
<b>TOTAL</b>				
MOTION CARRIED			APPROVED	

**CERTIFICATE**

I, LAURA BAUMGARTNER, City Clerk of said City hereby certify that at a meeting of the City Council of said City of Des Moines, held on the above date, among other proceedings the above was adopted.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my seal the day and year first above written.

\_\_\_\_\_  
Mayor

\_\_\_\_\_  
City Clerk