

**VILLAGE OF EAST HAMPTON BOARD OF TRUSTEES
SPECIAL VIDEO CONFERENCE MEETING HELD ON
FEBRUARY 23, 2021 MEETING, AT 11:00 A.M.**

Pursuant to Executive Order 202.2 (COVID19 Pandemic) meeting was held via video conference online and published by Local TV, Inc. (Channel 20/22 LTV – public access) Call in was available.

Present: Jerry Larsen, Mayor
Chris Minardi, Deputy Mayor
Trustee Graham, Trustee
Trustee Brown, Trustee
Sandra Melendez, Trustee
Mr. Baladrón, Administrator
Elizabeth Baldwin, Attorney
Michael Tracey, Police Chief
Tony Long, Police Captain
Amber Cunha, Motorola Solutions/Vigilant Systems
Chris Wetter, Southampton Village Police Lt.
Jody Gambino, LTV Moderator
Ms. Lester, Deputy Clerk/Administrative Assistant

Mayor Larsen: Please stand for the Pledge of Allegiance.

Captain Long: I pledge allegiance to the flag of the United States of America and to the Republic for which it stands one nation under God, indivisible with Liberty and Justice for all.

Mayor Larsen: Thanks, Captain. And good morning, everyone. So, we're going to get started on our special meeting. It's about our parking enforcement vehicles and before I'm going to ask Captain Long to give us a presentation on the new system that we're proposing to go to. But before we do that, I just wanted to give a little background. So, in August, and obviously that was before the change of the board, the board then purchased this system that we currently have that hasn't really gone into operation yet, it's in a trial phase. And as everyone knows, the car looks horrendous with all that equipment on it. And more than that, we have a problem with redundancy because we only have one car, we have some handheld units, but the redundancy we don't have. If something happens to that car during the summer, we're going to have some major issues with enforcing our parking. Since we plan on cutting the number of TCOs substantially to save money. So Captain, if you could give us a presentation on the new system compared to the system we have, that would be terrific.

Captain Long: Sure. Good morning. So, as requested at the last board meeting, I visited Southampton Village police department on a Saturday, and took a look at their Vigilant LPR system that they had installed on one of their patrol units. The system is set up for mobile plate reading and not the parking enforcement, but it does provide insight to the images recorded by the plate reader. So I was able to see the interface in the car. The cameras on the patrol units are considerably smaller than what we currently have installed with AutoChalk. The user interface on the car computer shows an image of the vehicle parked with some surrounding features, so you can see where the car is parked. And it also shows in detail up close to the license plate. This system I feel will be sufficient for the pay by plate and permit parking that the Village is looking at. And I also believe it will be sufficient for the digital chalking portion, the timed parking that we're planning on doing with it. I'd like to inquire from the company if possibly the camera angle could be pulled out a little bit more, if that's adjustable? And, if it is, that'll just provide a better picture in terms of the surrounding area of the car, which I think is very beneficial when we're doing time parking to show that the vehicle hasn't moved. One thing I did note with officer that drove around with me in the car. The current setup that Southampton Village has, does not provide additional outside lighting. At nighttime when it gets dark, it will only show the license plate. It does read the license plate very good at night, but it doesn't show the surrounding area because there's no supplement lighting, but I don't think that's going to be an issue for us because we're not doing time parking during the evening. So, with the Village's priorities of making this a smaller, less visible system and looking at the Vigilant system, the costs, I think the Vigilant system is a viable solution in order to address these concerns that the board has. And I think overall, it'll work just fine.

Mayor Larsen: Terrific. What we should note is that the system that we currently own, we purchased for \$68,000, which gave us the setup of one car. And what we're looking at is paying another 61,000 and getting set up for two cars. It's important to note that the Police Department did put into their budget for next year, a second vehicle setup, which would be somewhere about another \$68,000. And the maintenance costs are higher from the current system we have. We have only paid \$20,000 to the current company that we purchase these from. I know Beth had conversation with the owner yesterday and he's not willing to refund any of the remaining \$48,000. However, we hold the \$48,000. So if this board decides to move forward with this proposed plan, we would un-equip the current car we have and return all of those items to the owner. And then we would negotiate some kind of a final payment. Does the board have any questions? Oh, before we go any further, I did ask Lt. Chris Wetter, you'll see him on the screen here. He's from South Hampton Village

where they currently use the system now. So, if any board member or the public, when you call in, if you have any questions, you can certainly ask him what they think about the system as well. I'll turn it over. Anybody?

Trustee Graham: Mayor, I have a question about the financial aspect of this. We committed to, I think it was \$62,000 to Tannery Creek for the AutoChalk system. We've only paid 20, but he wants the rest of the money, correct?

Mayor Larsen: That's correct.

Trustee Graham: So, we may not be able to negotiate anything on this. We may be on the hook.

Mayor Larsen: Go ahead, I'm sorry - I didn't mean to cut you off.

Trustee Graham: So, we may be on the hook for the whole \$68,000 for a system that we bought and agreed to pay for, which works just fine. It seems to me, the only reason that we're doing this well, it seems to be two reasons. One is the appearance of the vehicle. And two is the fact that the Vigilant system is roughly half the cost, but it doesn't have all of the capabilities that the AutoChalk system has. It has most of them, many of them, but not all of them. And when Captain Long made the presentation to us, he said that he had looked at many systems and he felt that this was the best system for enforcement. Personally, we all agree that the stuff hanging off that car is not the most attractive, but in my opinion, when people see that car driving around the Village, they're going to know that, "Hey, I'm getting scanned." Or, "I better keep track of what my time is." The Vigilant system is much less obtrusive and frankly, people may not see it to know that they're being scanned. I mean, if we were just looking for an LPR system like Southampton has, I think there's obviously would be a hundred percent adequate. But I'm concerned about the cost. And realistically, if the Village is concerned about having another vehicle, we could add one Vigilant system to complement our AutoChalk system. And then we can compare the two and see which one really suits our purposes better. I mean, I'm just concerned about \$60,000 potentially going out the window, which could be used for sidewalk repair, or a part of a DPW vehicle, or any of the other things that the Village needs to spend money on now. I just don't think we can afford to throw away 60,000 bucks.

Mayor Larsen: Okay. Any anyone else?

Trustee Brown: I missed the last meeting, but I did go back and watch it and Captain Long mentioned that as far as the aesthetics and our concern about the current system, the AutoChalk system, that you might be able to modify some of the equipment on the back end to be included in the vehicle. And therefore, it would be a little bit more streamlined, like the Vigilant system. I think we can all agree the Vigilant system is more discreet in its equipment and so forth. Which I believe was the trigger to this conversation about, whether we should stick with the AutoChalk or go to the Vigilant. So, I was just wondering if that is a possibility, you're going to confirm that to make sure that that can be done Captain.

Captain Long: Yes. The current system that we have, there is an option to put the equipment inside the vehicle and that was presented to the Village administrator.

Trustee Brown: Okay, great. Well then that would satisfy that concern. I think that we all have, as far as the aesthetics I think our decision here too has to be which system is superior in terms of its capability and functionality, and that then becomes the question for us. And I value the opinion of a Captain Long and Chief Tracey who have done extensive research on this. We heard a couple of presentations about the AutoChalk and now about the Vigilant system, which also seems to be a good system. I believe our job is really to give the police department the best tools that we can to do their job. And I really value their input and their recommendations. So, that's where I stand with this. I am concerned too, about that we have already paid for a system that seems to be, I haven't heard anything differently and maybe there's something else to be working fine. It's just the aesthetics of the equipment, that is the concern. And I know when we looked at the AutoChalk system, we decided to go with a handheld as well. So, we could have some redundancy in case the one car had a problem that we'd be able to do a parking enforcement with the handheld. So that is a concern as well, since we've already paid \$20,000 we might be obligated to pay the remainder of that since there are so many other issues that the Village could spend \$65,000 on. Those are my concerns, at this point.

Mr. Baladrón: I apologize Mr. Mayor. Let me just push back on a couple of things here. It's \$68,000, not 62. And it's not fully committed, there is no contract with the company, which I got to be honest, kind of frightens me just a little bit that we're handing over \$68,000 with zero contracts. That's a concern, number one. Number two, by the owner's own admission of let's say company A let's just call it that. Company A has even told me that even if they place the cameras inside the car, and Beth, I think you heard this as well, that the camera shots, which is their only value proposition now in comparison to Vigilant, sorry Amber, they lose camera quality. So, the aesthetics are important, but also by correcting the aesthetics company A loses its major value proposition for us. So, I don't know, we should keep that in mind.

Mayor Larsen: We should also think about moving forward, we're going to need a second vehicle for redundancy. We can't put all our confidence in one vehicle. If it's down for service, we're not enforcing parking

that day? If it gets into an accident, are we now out of business for three weeks, while the car is repaired? So the police department has a plan to put a second vehicle in operation in the next year's budget, which is another \$68,000. Listen, we didn't make this decision back in August and we're faced with something that is not, in my opinion, it's not aesthetically pleasing. And it's not giving us the value that we're going to get with the Motorola system. The Motorola system, we can get two vehicles equipped for the price of the one. So I think sometimes we have to make tough decisions. And even though it may appear that we're wasting money, in the long run I think we're going to save money. I mean, I look at this as bad as the McGurk street and the Cooper lane, when they tried to put the monster pole up, this is a monster car. It looks like something from a Sci-fi movie. I have a huge problem with it. And I have a huge problem moving forward, equipping more cars like this, and spending the money that we're spending. And quite honestly, when the board made this decision, there was no bid process. There was one quote - that was it. And the system we're going to now, was on state contract then, and it's on state contract now. So I'm not sure what the thought process was back then. And quite frankly, I don't care, but moving forward, this is our decision now. And we're going to be stuck with that monster going forward and the lack of redundancy and more monsters coming.

Mr. Baladron: Also, I want to point out that only one bid was received by the board. There was no alternative when they made a \$68,000 decision. I think that's got to be written into our policies that, if for a purchase anything over, let's say 10 to \$25,000. If there's only one bid, I think we should throw the bid out and start again until at least the board can see an alternative. Because now, we find ourselves in a situation where it took me three days to find a company, that can give us two vehicles for the price of one.

Trustee Graham: Well, I'll just reiterate. I know when we made the decision in last August to go this route, Mr. Mayor, you did stand up and say, you thought it was a good idea. Now I will admit that you had not seen the car, but you were in favor of moving ahead with the LPR reader for parking enforcement.

Mayor Larsen: And I still am. That's where we're going with this.

Captain Long: I understand that. And frankly, what I would do in this case, we are committed to, as Marco says, company A, for this one car at least \$20,000, and probably more. If indeed we want to proceed with another vehicle, why don't we put Vigilant on the other vehicle?

Mr. Baladron: We can't do that. They won't sync that way. My issue, and I just think that we have a chance to course correct, now we don't have it later, we'll own two separate systems. I put together just, so you can see, a quick, I just did it this morning, to see... Let me see if I can share it. All the way on the left, you'll see what we technically quote unquote our contract now the \$68,000 vehicle. Because, we have to get two vehicles in there. We have to get two vehicles. Everyone agrees with that Captain Long, Chief Tracey, I mean, I don't have to speak for you guys, you let me know, you put it in your budget. So when we own that second vehicle at \$138,000, look at company B, even if we took on the \$68,000 expense head-on, which I don't think we will. And you put in the 60,000 of their cost for the two vehicles, we're still better off. And the real savings really comes with the maintenance aspect, which is, I apologize right here, it's a \$4,000 savings every single year. So, basically, we're back to normal in year one, sorry year two with the second vehicle. It kind of says it for itself. I don't know.

Trustee Graham: The \$13,200 maintenance payment is only on company A, I believe is only for years two through five.

Mr. Baladron: From what the owner told me, that's an ongoing cost.

Trustee Brown: The first year, the support and maintenance for AutoChalk is included in that price. According to the contract that I have or this proposal, there's no charge for that in the first year. But you're right in the second, third, fourth, and fifth year, it is 13,000. Well now we're hearing that the aesthetics are not going to be mitigated if I'm hearing that correctly. Because, if we put the equipment inside the car, then the efficiency of the cameras is going to be in play. So, that's an important part to this equation here. That's new information that I'm hearing right now from-

Mr. Baladron: Rose, I even tried to speak to the owner yesterday, Beth and I, had a two hour long conversation we're trying to get this worked out with him. He's a really nice guy. At the very end, as Beth knows, he actually told us that he's got the two smaller cameras. So, I said, "Great, let's just do a switch. Let's just get what we want. And this is all over with." And he's just unwilling to do that. We're stuck with what we're stuck. I think when you're a manufacturer and you've given us a product for three months, I think that product is perfectly okay to take back, do a switch and get ultimately, we're the customer, and the Village has impacted by this.

Mayor Larsen: And that's the other thing I was going to bring up is that, we've bought these things with no contract, no return policy, nothing. I mean, this is insane to me that you can't return. We didn't know what this was going to... What if it had something else that say Captain Long didn't like, it didn't give us the photo quality that we thought we were going to get, there's no way to return this equipment. This is wrong, absolutely wrong. So, I think Beth has a strong fight and we return the equipment and then we negotiate the final

payment. That's my opinion.

Trustee Minardi: I had a question for Chief Tracey and/or Captain Long, currently now with one car, how long does it take to circle your territory? For example, you have to circle the route to Reutershan, then you have to circle the Schenck Lot, then you would have to circle the Village, all the streets and the beaches and the beach parking lot. I mean, I kind of think you need two cars, to be honest with you. I mean, what are your thoughts on the timeframe of only one car doing that job? And that's not to say they don't have to stop and give a ticket to somebody which would also take more time.

Captain Long: The loop, that we currently tested with one car is about 35 minutes. As you said, stopping to issue somebody a ticket and barring traffic. Obviously when we're testing this, this time of year traffic conditions, although it's a little bit busier than normal, it's still not summer traffic. So, there's no doubt to two vehicles are better. I mean, there's just no question about it.

Mayor Larsen: What about the beach Captain? Did you guys-

Captain Long: That includes the beach.

Mayor Larsen: Test that. That's 35 minutes for all five beaches.

Captain Long: 35 to 40 minutes.

Mayor Larsen: For all the beaches, the parking lots, the streets, the railroad, the long-term lot, everything?

Captain Long: Correct. I had the TCO's run it actually, both of them ran it.

Mayor Larsen: That's pretty amazing.

Trustee Minardi: I'm not going to argue with you. I'm sorry, Rose. But, I can't even drive that loop right now in 30 minutes in my car. And so again, I'm sure this wasn't tested in the summertime traffic and you have to figure on how many tickets would you think that car would give in a loop considering now that it's able to tell if your registration's up, if your inspections up. All of the reasons why someone would get a parking ticket. And granted the Main Street lots are only 30-minute parking. So, if it can't get back there in 30 minutes, doesn't seem to work. So, I mean, I think that we need redundancy, I'm a strong believer in having two. And apparently the police have it in their budget for two anyways. So I think two is important. And I'm not a fan of the aesthetics of the current system. I think it looks very bad.

Chief Tracey: We do need redundancy. And as the captain said two cars would be ideal. And yes, you could have a car basically stuck in traffic in the Village for quite a while, in a worst-case scenario, two would be great. We also do have other people that are going to be writing tickets. Obviously, as we all know, we have beach patrol and on certain days we have, TCO's actually stationed at the beaches, going from beach to beach at times as well. So, there are a number of different people that are involved in ticket writing, regardless. And we are going to be doing that again this year. But as the mayor said, we're cutting back our TCO manpower substantially. A lot of focus is going to be on traffic control, as you saw last year under the Main – Newtown light and at the Park Place intersection, our two biggest problem areas in the Village. We want to have manpower there. But we'll be able to do it. The tickets are going to get written regardless. But two would be preference.

Mr. Baladron: Lt. Wetter. I appreciate you coming on. Could you just give us your thoughts about the system?

Lt. Wetter: Well? I can tell you from our experience, the Vigilant system, from what we use it for, the LPR system alone. We're very happy with it. We're very happy with the software. How the user operates the software. We've done extensive research, about three or four years ago. We looked at PlateSmart. We looked at Vigilant and we looked at ELSAG and a couple other companies that were willing to come in and write some programs to work for us. And pretty much off the shelf, Vigilant was the better solution for us. They did come in and do a presentation for us on the parking solution. We thought it was a no-brainer as far as integrating writing to the current software that we were running in the vehicle. Actually, all of our MDTs have that software in it. So, I'll tell you that we are very happy with the Vigilant system would definitely give it high marks and would recommend it.

Trustee Graham: All right. I would like the Village Attorney to give us a little bit of an opinion as to what kind of settlement we might be able to reach with this company, if she has an opinion on that.

Ms. Baldwin: As of right now, as Marcus has said, he's looking for his whole price, it's his opinion that he delivered his product and we have it, it's on the car everything. He's a Canadian business. So he's located in Canada, which may or may not complicate somethings. I think he included that service price into his original price, we get into year three, maybe that's something we can say, "Listen, let's just take that \$13,000 off because obviously we don't need your service, your maintenance." So, that's one thing right away we could

say. As far as giving back the equipment, there has to be some repurpose for it, reuse for it. I don't think it's just going into the garbage. So, I think there should be some wiggle room, as far as seeing how much we could actually recoup. How far is he's going to challenge that? I can't say right now.

Trustee Graham: What I'm hearing is that, we were going to spend money on a second vehicle next year. All right. So that would be, as Marcos says, \$138,000, all right. What I'm hearing is that we can do Vigilant for less money, for two cars, this year. I just would like to hear again from either the Chief or Captain Long, that they feel that this system is a hundred percent as good, or certainly a hundred percent as adequate as the company A system, as we call it. Are we giving up any real functionality?

Captain Long: I think with the board's priorities now, the Vigilant system is going to work just fine. It's going to satisfy the requirements that have been put forth and it'll do its job. And I don't think I don't think we'll be any worse off for it. It's cheaper, we'll have two of them I think it's going to work just fine. So, I don't see an issue with it.

Trustee Graham: And will this Vigilant system, which we're using for parking enforcement, will it also act as a regular LPR the way Southampton uses theirs?

Captain Long: Yes.

Trustee Graham: So, we're effectively killing two birds with one stone.

Captain Long: That's my understanding, correct.

Chief Tracey: That is a benefit, Trustee Graham that we had spoken about last year, when we had a discussion of the regular LPRs. Fixed LPRs in theory, at certain locations, especially in around the time where we had motor vehicle thefts in our area and actually the entire East End of Long Island. And that was something that we were planning to do at some point later, this would in fact, kill two birds with one stone. So we would probably not be making that budget request for that other LPR system, if we were to utilize this one.

Trustee Graham: And the last concern that I have is more reputational. Usually when we say we're going to do something, we do it, and now we're kind of going back on a deal. I'm not particularly happy with that, reputationally.

Mr. Baladrón: I made that same comment to the manufacturer who won't accept his product back three months after he delivered it. I understand. I mean, this is a special situation, there's been public outcry. I told him, I don't even want to have this special meeting to just further magnify his company in this, I really don't. He's a really nice guy, but it is what it is.

Mayor Larsen: We do have Amber from the Vigilant company on the line here with us, if anybody has questions for her.

Trustee Graham: No, I think when she presented to us at the last meeting, she made her points. I have not seen as much detail on their system, as I did on the other, at the time we had the meeting. Since then, I have gone through both company's information. And frankly, the only capability that it looks like we're going to be giving up is maybe some nighttime capability and some bad weather capability. But as Captain Long told me the other day, we don't chalk in snowstorms anyhow. So, I think that's probably something that we can give up that we're not going to worry about.

Mayor Larsen: All right, great. Before I go to public comment, does anybody have anything else? From the board? All right. So, Jody, do you have anybody on the phone?

Mr. Gambino/LTV: There are no callers on the line right now.

Mayor Larsen: June, I think we have one email that came in from Mattie Lawler, could you read that?

Ms. Lester: I didn't get an email from her. I got an email from David Kerin.

Mayor Larsen: I'm sorry. That's what I meant. Sorry.

Ms. Lester: That's all right. You scared me, I thought I missed one. Okay. Email this morning from David Kerin: "Dear members of the board. I am very concerned that you are making a rash decision on the purchase of a new parking enforcement system. The current system appears to be a better product and offers a superior service than the proposed Motorola system. Captain Long commented that the images provided by the current system were phenomenal. From the meeting, all I could gather was that this system was replacing the current functional system because of the aesthetics. The mayor alluded to this at the Village meeting saying, that this is about how it looks not how it functions. Why would you spend \$61,285 on an inferior system without first seeing what the current vendor can offer? Captain Long has already uncovered that they can make the current vehicle more pleasing on the eye by placing some of the cameras and radars inside the vehicle. The purchase of the proposed new system seems extremely wasteful and an inefficient solution in a time where the board is

making drastic cuts in other areas of the Village budget." David Kerin, Village resident, 100 Newtown Lane.

Mr. Baladrón: I just want to address that. Just a portion of that, we aren't making any drastic cuts. I think the cuts that they were referring to Park Mobile. And those are just efficiencies created by technology. The same way the TCOs, they will be a cut back as the chief noted, regarding parking enforcement two vehicles running around the Village. So, that's all that.

Mayor Larsen: Thanks, Marcos. And I just want to thank David for his comment, taking the time to write the board. However, I think we, as a group have answered all his concerns. So I think we can move forward.

Trustee Graham: One last question? What is the lifespan of these systems?

Amber Cunha: If I may, so typically they're about five to seven years, but as with any technology, new technology is constantly developed, if you think about your cell phones and stuff. And so where we sit right now is, we see our cameras in the field over seven years. Do you know what I mean? And one thing that's important to note is that, all of your software updates are included in this and those are at no cost and they're pushed to be in the air. So they're constantly updated as we continue to enhance the software. And then also when you do reach end of life, or if you have some sort of mechanical problem or something like that, we both have hardware upgrade programs, and then we can also work with you, should the camera get damaged or broken or something like that to replace it.

Mayor Larsen: Great. Thank you, Amber. All right. I just want to thank the Lt. from Southampton Village for coming on and thank Amber, for coming on. And I think we're just going to have Ms. Lester read the resolution.

Ms. Lester: Sure. Resolution #1; to approve the \$61,285 proposal for the Motorola Vigilant parking enforcement system. \$2,500 installation cost for each enforcement vehicle (two), and an annual reoccurring agreement of \$9,200 per year for five years.

Mayor Larsen: Can I get a motion?

Trustee Minardi: Make a motion to accept.

Trustee Melendez: Second.

Mayor Larsen: All in favor.

Trustee Minardi: Aye. **Trustee Melendez:** Aye. **Trustee Brown:** Aye. **Trustee Graham:** Aye.

Mayor Larsen: Just for the record, everybody voted yes. And it's passed and carried. Thank you. Thank you all for coming on today. Can I get a motion to close the meeting?

Trustee Graham: Motion to close.

Trustee Melendez: Second.

Mayor Larsen: Meeting is closed. Thank you all.

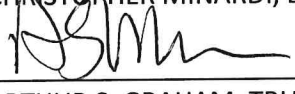
The meeting was adjourned at 12:41 p.m.

(APPROVED BY BOARD OF TRUSTEES JUNE 18, 2021)


PAMELA J. BENNETT, VILLAGE CLERK


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