



A Tradition of Stewardship
A Commitment to Service

Agenda Date: 1/28/2020

Agenda Placement: 6I

NAPA COUNTY BOARD OF SUPERVISORS Board Agenda Letter

TO: Board of Supervisors
FROM: Kerry Whitney for Minh Tran - County Executive Officer
Emergency Services
REPORT BY: ALEXANDRA BENETTI, STAFF SERVICES ANALYST II -
SUBJECT: Unmanned Aircraft System Sole Source Award

RECOMMENDATION

County Executive Officer/Purchasing Agent/Sheriff request a waiver of competitive bidding requirements and sole source award for the purchase of a US-1 Drone from Impossible Aerospace Corporation of Santa Clara, California, for a total of \$34,172 pursuant to County Ordinance Code 2.36.090.

EXECUTIVE SUMMARY

On December 18, 2018 the Board of Supervisors adopted a resolution approving participation in the federally funded FY 2018 Homeland Security Grant Program for the period of September 1, 2018 through May 31, 2021. As required in the Cal-OES FY2018 HSGP grant guidance, the proposed expenditure plan was developed in consultation with the Approval Authority Body ("Gang of 5") composed of the Napa County Sheriff, the County Public Health Officer, the County Fire Chief, the City of Napa Fire Chief and the City of Napa Police Chief. The plan included the purchase of an Unmanned Aircraft System (UAS) in the amount of \$54,324. On October 31, 2019 the Sheriff's Office received final approval from Cal OES to purchase a UAS. After extensive research by the Sheriff's Office Drone Team and requests for quotes from other drone manufacturers, it has been determined that the US-1 UAS manufactured by the Impossible Aerospace Corporation is the only UAS that meets the operational needs and requirements of the Drone Team. The US-1 is an aerial tool that can be deployed remotely by the Sheriff's Office to aid in crime investigation, search & rescue, event security surveillance, and other law enforcement/ public safety situations.

Today's item requests a waiver of competitive bidding requirements as the US-1 UAS is only distributed by Impossible Aerospace Corporation of Santa Clara, California. Impossible Aerospace Corporation is the manufacturer and sole source distributor of the US-1 UAS and is the only domestic distributor authorized to respond to Requests for Proposal/Requests for Quotes for these products.

FISCAL & STRATEGIC PLAN IMPACT

Is there a Fiscal Impact?	Yes
Is it currently budgeted?	Yes
Where is it budgeted?	Emergency Services Grants.
Is it Mandatory or Discretionary?	Mandatory
Is the general fund affected?	No
Future fiscal impact:	Per the Grant Program's Directorate Information Bulletin NO. 426, Sections B.5 and B.6 (Nov. 1, 2017), and the Authorized Equipment List, Item #030E-07-SUAS, licensing, registration fees, insurance, and all ongoing operation expenses are the responsibility of the recipient or local units of government. The Sheriff's Office will budget for the UAS maintenance and operations costs in future fiscal years.
Consequences if not approved:	If the sole source award is not approved, we would be forced to purchase another commercial drone that does not meet the operational needs and standards of the Sheriff's Office Drone Team. In addition, other drones on the market do not meet the Department of Homeland Security's (DHS) data transmission security guidelines, which could prevent the use of DHS grant funds to purchase.
County Strategic Plan pillar addressed:	Healthy, Safe, and Welcoming Place to Live, Work, and Visit
Additional Information:	

ENVIRONMENTAL IMPACT

ENVIRONMENTAL DETERMINATION: The proposed action is not a project as defined by 14 California Code of Regulations 15378 (State CEQA Guidelines) and therefore CEQA is not applicable.

BACKGROUND AND DISCUSSION

Law enforcement methods and practices are constantly evolving with an emphasis on public and officer safety. Technological advances, such as the unmanned aerial system or drone, have shown to be an invaluable tool in helping law enforcement agencies conduct operations with safety in mind. Drones can be deployed remotely to aid in a number of law enforcement scenarios, such as crime scene investigation, hostage negotiation, search and rescue, event security, vehicle accident investigation/ reconstruction, and explosive ordinance disposal. Any use of drones by County law enforcement will be in strict accordance with the Federal Aviation Administration Regulations and the Fourth Amendment to the US Constitution, which protects the community's right to privacy.

During the 2018 Homeland Security Grant application process, the Sheriff's Office requested and received approval from the local approval authority, "Gang of 5", to purchase an unmanned aerial system or drone. The Sheriff's Office Drone Team tested several commercial drones on the market and determined that the US-1 is the drone that best suits its operational needs. The main advantage the US-1 has over its competitors is its flight time, which is nearly 3 times longer than other commercial drones in its class. A request for quote (RFQ) was sent to

two other domestic drone manufacturers; however, those manufacturers are unable to match the specifications of the US-1.

The Department of Homeland Security advises recipients of grant funds that data security issues can arise with drones manufactured outside of the United States, which poses a security risk in data capture and transmission. The US-1 does not pose a significant data security risk in that it is manufactured domestically in Santa Clara, California by the Impossible Aerospace Corporation, which does not transfer drone data to servers outside of the U.S.

Since the US-1 is manufactured in Santa Clara, diagnostics and repairs to the US-1 can be made nearby, which will allow the Sheriff's Office to minimize down time. The US-1 is operated by several surrounding agencies and has proven to be reliable. In addition, this product is only sold to government agencies, not to the general public.

Today's item requests a waiver of competitive bidding as the US-1 is solely manufactured and distributed by the Impossible Aerospace Corporation of Santa Clara, California. Impossible Aerospace Corporation serves as the primary and sole source distributor to represent all Impossible items and is the only domestic distributor authorized to respond to Requests for Quotes for these products. Impossible Aerospace Corporation is not a local vendor.

SUPPORTING DOCUMENTS

None

CEO Recommendation: Approve

Reviewed By: Helene Franchi