



# CITY OF CHARLESTON West Virginia



Council Member – 12<sup>th</sup> WARD

Joseph Jenkins  
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Charleston, West Virginia 25303  
304-575-9202  
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Finance Committee, Chair  
Parking Committee, Chair  
Ordinance and Rules Committee

## AGENDA FINANCE COMMITTEE MEETING

Monday, October 7, 2024

6:30 PM

AV ROOM #308, CITY HALL, CHARLESTON, WV

AVAILABLE TO VIEW VIA LIVESTREAM AT <https://charlestonwv.civicclerk.com/web/home.aspx>

### I. DISCUSSION:

- a. Approval of Previous Minutes 9-16-2024
- b. Charleston Convention & Visitors Bureau Annual Update

### II. RESOLUTIONS:

- a. Resolution No. 24-022 - Authorizing the Mayor or City Manager to submit a grant application to the Division of Administrative Services Justice and Community Services Division and administer any funds awarded for partial salary reimbursement for two of the Charleston Police Department Prevention Resource Officers.
- b. Resolution No. 24-023 - Authorizing the Mayor or City Manager to enter into Memoranda of Understanding with the Kanawha County Board of Education for continued placement of three Prevention Resource Officers at schools in Charleston
- c. Resolution No. 24-024 - Authorizing the Mayor or City Manager to submit a grant application to the Division of Administrative Services Justice and Community Services Division and administer any funds awarded to provide partial salary reimbursement for four members of the Metropolitan Drug Enforcement Network Team.
- d. Resolution No. 24-025 - Authorizing the Mayor or City Manager to enter into an Agreement with WesBanco, Inc. for a Standby Letter of Credit to provide security in lieu of a surety bond for liability of potential workers' compensation claims incurred while the City was a self-insured employer.
- e. Resolution No. 24-026 - Authorizing the Mayor or City Manager to purchase 2 high performance pole cameras and 1 standard pole camera from Valorence-Covert Law

Enforcement, for the Charleston Police Department.

- f. Resolution No. 24-027 - Authorizing the Mayor or City Manager to enter into an agreement with SHI for computer and server security platforms and software for Information Systems.
- g. ~~Resolution No. 24-028 - Authorizing the Mayor or City Manager to enter into an agreement with G & G Builders, Inc. for interior remodel of the Development Services office. removed 10-7-2024~~

**\*Meetings may be recorded and broadcast via internet <https://charlestonwv.civicclerk.com>**

MINUTES  
FINANCE COMMITTEE MEETING  
6:15 P.M., SEPTEMBER 16, 2024  
AV ROOM #308, CITY HALL

Joseph Jenkins Chair, called the meeting of the Charleston City Council Committee on Finance to order at 6:15 p.m., September 16, 2024.

A silent roll was taken by the Clerk and a quorum was established. The following committee members were present:

Joseph Jenkins, Chair  
Becky Ceperley  
Mary Beth Hoover  
Larry Moore  
Chad Robinson  
Shawn Taylor

Absent:

Brent Burton, Vice Chair  
Becky Ceperley

Other Councilmembers present:

Frank Annie  
Chelsea Steelhammer  
Emmett Pepper  
Joe Solomon

I. DISCUSSION:

a. Approval of Previous Minutes - Councilmember Taylor asked for unanimous consent to dispense with the reading of the minutes for the September 3, 2024 meeting and that they be approved as distributed. There were no objections, and the minutes were approved.

II. RESOLUTIONS:

- a. Resolution No. 24-014 – Authorizing the Mayor or City Manager to purchase one 2024 Freightliner M2-106 Packer Truck from WV Tractor Company, for the Refuse Department at a total of \$203,012.77 pursuant to a competitively sourced contract.

Be it Resolved by the Council of the City of Charleston, West Virginia:

That the Mayor or City Manager is authorized to purchase one 2024 Freightliner M2-106 Packer Truck from WV Tractor Company, for the Refuse Department at a total of \$203,012.77 pursuant to a competitively sourced contract.

City Manager Ben Mishoe added that the purchase is part of the regular replacement cycle. The vehicle is currently available.

Councilmember Taylor confirmed that the truck was for collecting garbage.

Councilmember Taylor moved to approve the Resolution. With members present recorded thereon as voting unanimously in the affirmative, Chairperson Jenkins declared Resolution No. 24-014 approved.

- b. Resolution No. 24-015 – Authorizing the Mayor or City Manager to purchase one Case 5805V TV Tractor loader backhoe from State Equipment, for the Refuse Department at a total of \$118,620.03 pursuant to a competitively sourced contract.

Be it Resolved by the Council of the City of Charleston, West Virginia:

That the Mayor or City Manager is authorized to purchase one Case 5805V TV Tractor loader backhoe from State Equipment, for the Refuse Department at a total of \$118,620.03 pursuant to a competitively sourced contract.

Mishoe added that the purchase was planned for under the current year's budget.

Councilmember Taylor moved to approve the Resolution. With members present recorded thereon as voting unanimously in the affirmative, Chairperson Jenkins declared Resolution No. 24-015 approved.

- c. Resolution No. 24-016 - Authorizing the Mayor or City Manager to enter into a three-year contract with Suttle and Stalnaker to conduct a Single Audit for the City of Charleston for Fiscal Year 2024, Fiscal Year 2025, and Fiscal Year 2026 in the amount of \$105,840 for Fiscal Year 2024, \$112,320 for Fiscal Year 2025, and \$118,800 for Fiscal Year 2026 in accordance with Federal OMB Circular A-133. The total contract amount for all three years is \$316,000 for Suttle & Stalnaker and \$24,960 to the West Virginia State Auditor's Office for processing fees.

Be it Resolved by the Council of the City of Charleston, West Virginia:

That the Mayor or City Manager is hereby authorized to enter into a three-year contract with Suttle and Stalnaker to conduct a Single Audit for the City of Charleston for Fiscal Year 2024, Fiscal Year 2025, and Fiscal Year 2026 in the amount of \$105,840 for Fiscal Year 2024, \$112,320 for Fiscal Year 2025, and \$118,800 for Fiscal Year 2026 in accordance with Federal OMB Circular A-133. The total contract amount for all three years is \$316,000 for Suttle & Stalnaker and \$24,960 to the West Virginia State Auditor's Office for processing fees.

Mishoe added that the City received two proposals, which were scored by an audit committee as mandated by the State Auditor's Office. Suttle and Stalnaker have performed the past few audits.

Councilmember Jenkins added that their previous performance has been good, and they are already familiar with the City.

Councilmember Taylor moved to approve the Resolution. With members present recorded thereon as voting unanimously in the affirmative, Chairperson Jenkins declared Resolution No. 24-016 approved.

- d. Resolution No. 24-017 - Authorizing the Mayor or City Manager to enter into a five-year contract with Leads Online to purchase mobile device and geo-location data trackers for the Charleston Police Department's Criminal Investigations Department at a total of \$28,480 pursuant to a competitive bid process.

Be it Resolved by the Council of the City of Charleston, West Virginia:

That the Mayor or City Manager is authorized to enter into a five-year contract with Leads Online to purchase and install mobile device and geo-location data trackers for the Charleston Police Department at a total of \$28,480 pursuant to a competitive bid process.

Mishoe added that the technology has been used by the Criminal Investigation Department for the past six years.

Councilmember Taylor asked if five years was a standard term. Mishoe replied that they had been doing one year terms, but it was determined that a five year term would be more effective.

Councilmember Taylor moved to approve the Resolution. With members present recorded thereon as voting unanimously in the affirmative, Chairperson Jenkins declared Resolution No. 24-017 approved.

- e. Resolution No. 24-018 - Authorizing the Mayor or City Manager to enter into a five-year contract with Carahsoft Technology Corp for web security gateway services, for the Information Systems Department at a total five-year price of \$215,836.98 pursuant to a competitive bid process.

Be it Resolved by the Council of the City of Charleston, West Virginia:

That the Mayor or City Manager is authorized to enter into a five-year contract with Carahsoft Technology Corp for web security gateway services, for the Information Systems Department at a total of \$215,836.98 pursuant to a competitive bid process.

Mishoe added that the City received three bids, with the best proposal price being locked in for five years.

Councilmember Taylor confirmed with Mishoe that the software was reputable, and it must be purchased through the vendor.

Councilmember Taylor moved to approve the Resolution. With members present recorded thereon as voting unanimously in the affirmative, Chairperson Jenkins declared Resolution No. 24-018 approved.

- f. Resolution No. 24-019 - Authorizing the Mayor or City Manager to enter into a one-year, open ended contract with Stephens Auto for vehicle needs in various City departments, where the price for each vehicle will be locked in for one year pursuant to a competitive bid process and purchases can be made as needed at the prices set forth in the attached bid document.

Be it Resolved by the Council of the City of Charleston, West Virginia:

That the Mayor or City Manager is authorized to enter into a one-year, open ended contract with Stephens Auto for vehicle needs in various City departments, where the price for each vehicle will be locked in for one year and purchases will made as needed pursuant to the contract.

Mishoe added that the contract will lock in the prices for one year as vehicles are needed.

Councilmember Jenkins confirmed with Mishoe that the the prices are guaranteed, although the vehicles won't necessarily be immediately available.

Councilmember Taylor moved to approve the Resolution. With members present recorded thereon as voting unanimously in the affirmative, Chairperson Jenkins declared Resolution No. 24-019 approved.

- g. Resolution No. 24-020 - Authorizing the Mayor or City Manager to enter into a contract for engineering services with Potesta and Associates, Inc. in the amount of \$85,800 related to the development and assessment of stabilization alternatives and cost/benefit analysis for the Blaine Boulevard project pursuant to competitive selection process.

Be it Resolved by the Council of the City of Charleston, West Virginia:

That the Mayor or City Manager is authorized to enter into a contract for engineering services with Potesta and Associates, Inc. in the amount of \$85,800 related to the development and assessment of stabilization alternatives and cost/benefit analysis for the Blaine Boulevard project pursuant to competitive selection process.

Mishoe added that the City has received grant funding to perform an assessment concerning the stabilization issues on Blaine Boulevard. The City received several proposal responses that went through a scoring committee.

Councilmember Taylor moved to approve the Resolution. With members present recorded thereon as voting unanimously in the affirmative, Chairperson Jenkins declared Resolution No. 24-020 approved.

- h. Resolution No. 24-021 - Authorizing the Mayor or City Manager to enter into a purchase sale agreement in substantially the same form as the attached exhibit to acquire property located at One Piedmont Road in Charleston, West Virginia at a purchase price of \$2,065,000.00, for the intended future use as the Charleston Police Department's new headquarters.

Be it Resolved by the Council of the City of Charleston, West Virginia:

That the Mayor or City Manager is authorized to enter into a purchase sale agreement in substantially the same form as the attached exhibit to acquire property located at One Piedmont Road in Charleston, West Virginia at a purchase price of \$2,065,000.00, for the intended future use as the Charleston Police Department's new headquarters.

Mayor Goodwin added that the City looked at 14 different sites, with a short list of 6, before deciding upon 1 Piedmont Road as the optimal site for the Public Safety Building.

Councilmember Taylor spoke in favor of the resolution. He asked why this was the best building. Ian Reeves from Architects Design Group replied that it was the best candidate that he had seen in many years. It has the bones to accommodate the City's current needs and room for growth, and would recommend the building without hesitation. Reeves added that his father started the design group in 1971, and has been working with government entities with an emphasis on public safety for most of that time.

Councilmember Taylor moved to approve the Resolution. With members present recorded thereon as voting unanimously in the affirmative, Chairperson Jenkins declared Resolution No. 24-021 approved.

Councilmember Taylor motioned to adjourn the meeting.  
Meeting adjourned.

Resolution No. 24-022

Introduced in Council:

October 7, 2024

Adopted by Council:

Introduced by:

Joseph Jenkins

Referred to:

Finance

Resolution No. 24-022 – Authorizing the Mayor or City Manager to submit a grant application to the Division of Administrative Services Justice and Community Services Division in the amount of \$56,000 and administer any funds awarded. These funds will provide partial salary reimbursement for two of the Charleston Police Department Prevention Resource Officers (PRO) assigned to West Side Middle School and Capital High School. There is a 25% required match that will be met by the un-reimbursed officer salary portion absorbed by the police department's salary and wage budget.

Be it Resolved by the Council of the City of Charleston, West Virginia:

That the Mayor or City Manager is authorized to submit a grant application to the Division of Administrative Services Justice and Community Services Division in the amount of \$56,000 and administer any funds awarded. These funds will provide partial salary reimbursement for two of the Charleston Police Department Prevention Resource Officers (PRO) assigned to West Side Middle School and Capital High School. There is a 25% required match that will be met by the un-reimbursed officer salary portion absorbed by the police department's salary and wage budget.

Resolution No. 24-023

Introduced in Council:

October 7, 2024

Adopted by Council:

Introduced by:

Joseph Jenkins

Referred to:

Finance

Resolution No. 24-023 – Authorizing the Mayor or City Manager to enter into Memoranda of Understanding with the Kanawha County Board of Education for continued placement of three Prevention Resource Officers at schools in Charleston – West Side Middle School, Capital High School and George Washington High School.

Be it Resolved by the Council of the City of Charleston, West Virginia:

That the Mayor or City Manager is authorized to enter into Memoranda of Understanding with the Kanawha County Board of Education for continued placement of three Prevention Resource Officers at schools in Charleston – West Side Middle School, Capital High School and George Washington High School.

Resolution No. 24-024

Introduced in Council:

October 7, 2024

Adopted by Council:

Introduced by:

Joseph Jenkins

Referred to:

Finance

Resolution No. 24-024 – Authorizing the Mayor or City Manager to submit a grant application to the Division of Administrative Services Justice and Community Services Division in the amount of \$112,000 and administer any funds awarded. These funds will provide partial salary reimbursement for four members of the Metropolitan Drug Enforcement Network Team (MDENT) from Charleston, Nitro, St. Albans and South Charleston Police Departments. There is a 25% required match that will be met by the un-reimbursed officer salary portion absorbed into each of those city's police salary and wage budgets.

Be it Resolved by the Council of the City of Charleston, West Virginia:

That the Mayor or City Manager is authorized to submit a grant application to the Division of Administrative Services Justice and Community Services Division in the amount of \$112,000 and administer any funds awarded. These funds will provide partial salary reimbursement for four members of the Metropolitan Drug Enforcement Network Team (MDENT) from Charleston, Nitro, St. Albans and South Charleston Police Departments. There is a 25% required match that will be met by the un-reimbursed officer salary portion absorbed into each of those city's police salary and wage budgets.

Resolution No. 24-025

Introduced in Council:

October 7, 2024

Adopted by Council:

\_\_\_\_\_ -

Introduced by:

Joseph Jenkins

Referred to:

Finance

Resolution No. 24-025 – Authorizing the Mayor or City Manager to enter into an Agreement with WesBanco, Inc. for a Standby Letter of Credit in the amount of \$750,000.00 for a term starting October 15, 2024. Cost of the letter is 0.5% of the amount issued plus a documentation fee of \$400. This letter of credit provides security in lieu of a surety bond for liability of potential workers' compensation claims incurred while the City was a self-insured employer. The letter of credit is subject to review and final approval by legal counsel for the City.

Be it Resolved by the Council of the City of Charleston, West Virginia:

The Mayor or City Manager is authorized to enter into an Agreement with WesBanco, Inc. for a Standby Letter of Credit in the amount of \$750,000.00 for a term starting October 15, 2024. Cost of the letter is 0.5% of the amount issued plus a documentation fee of \$400. This letter of credit provides security in lieu of a surety bond for liability of potential workers' compensation claims incurred while the City was a self-insured employer. The letter of credit is subject to review and final approval by legal counsel for the City.

Resolution No. 24-026

Introduced in Council:

October 7, 2024

Adopted by Council:

Introduced by:

Joseph Jenkins

Referred to:

Finance

Resolution No. 24-026 – Authorizing the Mayor or City Manager to purchase two high performance pole cameras and one standard pole camera from Valorence-Covert Law Enforcement, for the Charleston Police Department at a total of \$35,536.44 pursuant to a competitive competitively source contract.

Be it Resolved by the Council of the City of Charleston, West Virginia:

That the Mayor or City Manager is authorized to purchase two high performance pole cameras and one standard pole camera from Valorence-Covert Law Enforcement, for the Charleston Police Department at a total of \$35,536.44 pursuant to a competitive competitively source contract.



CITY OF CHARLESTON  
**Purchase Request**

**INSTRUCTIONS:** This form must be submitted to the City Manager's Office for any purchase of materials or supplies costing **\$5,000.01 or more**. A minimum of 3 quotes is required for this form.

Date: 9/24/2024

To: CITY MANAGER,

I request permission to purchase the following materials and/or supplies: \_\_\_\_\_

2 high performance pole cameras

1 standard pole camera

Purchase justification: \_\_\_\_\_

To be used for covert surveillance.

Purchasing with GSA contract #47QSWA20D0016

If approved, the total purchase price will be: \$35,536.44

(Check One)

☐

The price is less than the \$25,000 permitted for purchases without advertising for bids and needing approval from City Council. I have not purposefully split the purchase request to keep the purchase under the \$25,000 threshold and have not favored a particular vendor. I have not shared competitive information with any vendor(s).

☐

The proposed vendor is a sole source provider for the materials/supplies requested. (Skip to **ITEM A** on page 2.)

I have contacted the following responsible vendors and have attached their written quotes for the requested item(s): (Minimum of 3 Quotes Required)

- |    |                                  |                 |           |
|----|----------------------------------|-----------------|-----------|
| 1. | Valorence-Covert Law Enforcement | Price Quote: \$ | 35,536.44 |
| 2. |                                  | Price Quote: \$ |           |
| 3. |                                  | Price Quote: \$ |           |
| 4. |                                  | Price Quote: \$ |           |
| 5. |                                  | Price Quote: \$ |           |

The apparent low-bid vendor *meeting specifications* is: Valorence-Covert Law Enforcement

AND

☒ The low-bid vendor is not delinquent on any financial obligations owed to the City of Charleston according to the City Collector's records, and I recommend authorizing the purchase through the low-bid vendor. (online purchase)

OR

☐ I recommend not contracting with the lowest bidder meeting specifications and instead recommend contracting with \_\_\_\_\_ because:

Additionally, the recommended vendor is not delinquent on any financial obligations owed to the City of Charleston according to the City Collector's records.

**ITEM A** (For Sole Source Procurements ONLY)

Explain what is unique about this vendor/brand and why your department must purchase this product:

Identify at least 1 independent third party who has verified the vendor is a sole source for the item(s) requested to be purchased, and submit his/her written opinion regarding the vendor's sole source status:

(Name & Phone Number) \_\_\_\_\_

**REQUESTOR'S DECLARATION**

I declare that I have fully complied with the letter and intent of the City Code as it pertains to procurement and have exercised reasonable precaution to procure the item(s) requested above at the lowest price, consistent with good service and quality.

I also declare that I have no personal or business relationship with the listed vendor(s) that would be considered a conflict of interest, except as follows:

(List Actual, Potential, or Perceived Conflicts of Interest) \_\_\_\_\_  
\_\_\_\_\_

L.F.

Request Submitted By: Lisa Fisher for CPD Department: City Manager's Office

Is this purchase being paid with grant funds?    ☐ Yes    ☒ No

\*\*\*\*\*

Funds Approval:  Date: 9/24/2024  
Authorized Financial Officer

Account Number: 094-000-23-000-3-341 2023 BJAG

City Manager Approval: \_\_\_\_\_ Date: \_\_\_\_\_

**CITY OF CHARLESTON, West Virginia**  
**Purchase Order Request Form**

**Grants Office**

**Date:** 9.20.2024 **Purchase Order #:** \_\_\_\_\_

**Vendor:** Valorence (Covert Law Enforcement) **Phone:** 435.565.6018

**Contact:** David Hobbs **Fax:** \_\_\_\_\_

**Address:** 649 N 170 E, Smithfield, UT 84335  
(Street, City, State, Zip)

| Quantity | Description                              | Unit Price | Total Price |
|----------|------------------------------------------|------------|-------------|
| 2        | CLE Advanced Pole Cam (High Performance) | 12,215.64  | 24,431.28   |
| 1        | CLE Advanced Pole Cam                    | 10,555.16  | 10,555.16   |
|          | 58 H                                     |            | 550.00      |
|          |                                          |            |             |
|          |                                          |            |             |
|          |                                          |            |             |
|          |                                          |            |             |
|          |                                          |            |             |
| TOTAL    |                                          |            | 34,986.44   |

**Requested By:** Sgt. Spaulding **Date:** 9.20.2024

**Purpose of Request:** This is for the purchase of two high performance pole cameras and one regular pole camera. These are covert cameras that can be placed in high crime areas, or other areas that covert surveillance is needed.

**Grant Administrator:**  
☐ Denied ☒ Approved *[Signature]* **Date:** 9-24-24

**Chief of Police:**  
☐ Denied ☒ Approved *[Signature]* **Date:** 22 SEPT 2024

**Budget Officer:**  
☐ Denied ☒ Approved *[Signature]* **Date:** \_\_\_\_\_

**Grant:** 2023 BJA6 **Account:** 094-000-23-000-3-341

**Council Action Date:** \_\_\_\_\_



# VALORENCE

## EQUIPMENT QUOTE

PREPARED FOR:

### Charleston Police Department - West Virginia

Sergeant Ryan Spaulding



Items this packet contains:

- Mission Statement
- Procurement Options
- Quote or Quotes
- Other Available Products
- Product Details Pages
- **Sole Source Letter**
- **W9**

# VALORENCE

## Mission Statement:

We produce and provide quality, reliable, and innovative technology that saves lives, promotes safety, and protects property, or facilitates mission-critical objectives for the end-users .

## What our product can do for your organization:

Valorence, LLC works with Law Enforcement agencies around the United States and Canada. We provide Law Enforcement Agencies like Charleston Police Department - West Virginia with innovative solutions that keep your communities safe, promote officer safety, and save time and money.

## Procurement Powerhouse:

With over a decade worth of procurement experience, we know how to get it done. We are well versed in a wide variety of procurement vehicles:

- Federal / State / Local Requirements
- Federal GSA Contract Holder
- State Contracts
- Grants
- Local Third-Party Procurements
- Sole Source Justifications
- Request For Quote Proposals

## About Us:

Valorence, LLC has been in business since 2010 and has provided surveillance solutions to law enforcement in some of the coldest, hottest and most humid areas in North America. Our team has several decades worth of law enforcement experience and surveillance implementation. We understand our clients and the important roll that quality reliable surveillance equipment plays in keeping you and your team safe. We designed each of our systems with simplicity and reliability in mind. Our innovative technology provides us the unique ability to provide the highest uptime in the industry. Each system we sale comes with one year of 24/7 Mission Critical Support so you have a peace of mind knowing that you can always get the help you need, when you need it.

## QUOTE (GSA PRICING)

### OPTION #1:

- 2 - Advanced Pole Cam Mini (High Performance)
- 1 - Advanced Pole Cam Mini (Performance)

Note: All Advanced Covert Law Enforcement Surveillance Systems come with a full one year manufacturer's warranty on all parts and labor. 1 year extension(s) of the Mission Critical Warranty and Support is an extension beyond that first year, and can be renewed up to 5 years.

|            |                            |               |                                     |
|------------|----------------------------|---------------|-------------------------------------|
| Quote No.: | QUOTE-PD 1279A             | Prepared for: | Charleston Police Department - West |
| Exp. Date: | 2025-03-19                 |               | Virginia                            |
|            | or 6 Months from Issuance  |               | Charleston WV 25301                 |
|            | Date, whichever is sooner. |               |                                     |

| Name | Price | QTY | Subtotal |
|------|-------|-----|----------|
|------|-------|-----|----------|

# VALORENCE

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |             |   |             |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|---|-------------|
| <p><b>(CLE) Advanced Pole Cam Mini (High Performance)</b></p> <p>(This is a combination of GSA Eligible Items - PCMPGSA &amp; PCMHPGSA)</p> <p><b>Overview:</b> Remotely Operated &amp; Managed Surveillance System with Rapid Deployment pole or vehicle mount surveillance solution. This System is designed to be deployed covertly in various environments.</p> <p><b>CAMERA:</b> Axis Q61 series PTZ camera 30X Optical Zoom or Better. Tilt Range 180 Lightfinder 2.0 Min illumination Light sensitivity (B/W) 0.02 Min illumination / light sensitivity (Color) 0.01 Electronic Image Stabilization Autotracking 2 Operating temperature -30 to 50 Electronic Image Stabilization Auto-Tracking 256 GB ON-BOARD STORAGE Upgradeable to 512gb or 1TB High-Performance Router with multiple failsafes</p> <p><b>ENCLOSURE:</b> Remotely Operated and Managed Covert Pole Camera system Custom Three (3) Window Enclosure designed by us (CLE) Enclosure &amp; System that appears as standard power pole mounted electrical enclosure. The Pole Camera Mini has versatile deployment options such as on a power pole, streetlight, rooftop, residential or business window, vehicle with an optional vehicle mount and battery pack.</p> <p>The heavy-duty metal enclosure has a utility-grade design that is built for harsh outdoor elements and environments. The Pole Camera Mini can be deployed in extreme environments (Deserts, High Altitudes, Oceanside Locations) and temperatures ranging from -25f to 115f. The Pole Camera Mini has a durable powder-coated gray exterior (Other colors by request) with a quick deploy bracket mount. The DPM has acrylic tinted windows with perforated vinyl decals and a high-gain external 4g LTE antenna.</p> <p><b>ROUTER:</b> 4G LTE Router/Modem FirstNet Available Public Safety Network Certified. Networks Available: AT&amp;T, Verizon, Sprint, Telstra, T-Mobile, U.S. Cellular, Bell, Rogers, TELUS, Vodafone, EE, Optus Wi-Fi 802.11 a/b/g/n/ac</p> <p><b>CLE SMART CONTROL SYSTEM:</b> Web interface to monitor system, including temperature and power   Scheduled Daily System Restart   Ability to schedule system standby to save battery   Email/SMS Text notifications for alarms   Key Fob Remote restart Failover   Restart system from web interface   Temperature controlled fan and overheat protection   Low battery</p> | \$12,215.64 | 2 | \$24,431.28 |
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# VAL+RENCE

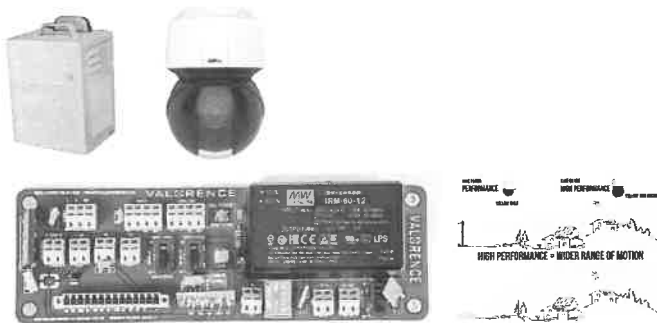
email notification high-temperature notifications and protective system shutdown

**POWER:** Input AC: 90-260 V-AC, 50 watts, 50-60Hz Input DC: 12 V-DC (5A Fused) (Powered from Battery Pack, Vehicle, or Solar)  
Standard Protections: Reverse Polarity / short circuit/overload / over voltage / over temperature  
**GENERAL INFO:** Operating Temperature: -30F to 140F (-35C to 60C) Storage Conditions: -40 C to 70 C (-40 F to 158 F)

**ITEMS INCLUDED WITH PURCHASE:** Quick Mount Power Pole Bracket and Pin (Lag bolts not included) Stripped 14 AWG Power Cable for Lineman to connect to Power Line 20-foot 16 AWG AC Power Extension Cord Perforated Window Decals

Components outlined that go end of life may be replaced with an equal or better component. Power tap available upon request only

\*\*\* THIS LINE ITEM INCLUDES OPTIONAL UPGRADE to HIGH PERFORMANCE from Pole Cam Mini Performance



# VALORENCE

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |             |   |             |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|---|-------------|
| <p><b>(CLE) Advanced Pole Cam Mini (Performance)</b></p> <p>(GSA Eligible Item - PCMP)</p> <p><b>Overview:</b><br/>Remotely Operated &amp; Managed Surveillance System with Rapid Deployment pole or vehicle mount surveillance solution. This System is designed to be deployed covertly in various environments.</p> <p><b>CAMERA:</b><br/>Axis P series camera equal to or greater with 32X Optical zoom and 1920 x 1080 HD Resolution.<br/>- Optional Upgrade for High-Performance Grade Camera Available</p> <p><b>ENCLOSURE:</b><br/>Remotely Operated and Managed Covert Pole Camera system Custom Three (3) Window Enclosure designed by us (CLE) Enclosure &amp; System that appears as standard power pole mounted electrical enclosure. The Pole Camera Mini has versatile deployment options such as on a power pole, streetlight, rooftop, residential or business window, vehicle with an optional vehicle mount and battery pack.</p> <p>The heavy-duty aluminum enclosure has a utility-grade design that is built for harsh outdoor elements and environments. The Pole Camera Mini can be deployed in extreme environments (Deserts, High Altitudes, Oceanside Locations) and temperatures ranging from -25f to 115f. The Pole Camera Mini has a durable powder-coated gray exterior (Other colors by request) with a quick deploy bracket mount. The enclosure has acrylic tinted windows with perforated vinyl decals and a high-gain external 4g LTE antenna.</p> <p><b>ROUTER:</b><br/>4G LTE Router/Modem FirstNet Available Public Safety Network Certified. Networks Available: AT&amp;T, Verizon, Sprint, Telstra, T-Mobile, U.S. Cellular, Bell, Rogers, TELUS, Vodafone, EE, Optus Wi-Fi 802.11 a/b/g/n/ac</p> <p><b>CLE SMART CONTROL SYSTEM:</b><br/>Web interface to monitor system, including temperature and power   Scheduled Daily System Restart   Ability to schedule system standby to save battery   Email/SMS Text notifications for alarms   Key Fob Remote restart Failover   Restart system from</p> | \$10,555.16 | 1 | \$10,555.16 |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|---|-------------|

# VALORENCE

web interface | Temperature controlled fan and overheat protection | Low battery email notification high-temperature notifications and protective system shutdown

## POWER:

Input AC: 90-260 V-AC, 50 watts, 50-60Hz Input DC: 12 V-DC (5A Fused) (Powered from Battery Pack, Vehicle, or Solar) Standard Protections: Reverse Polarity / short circuit/overload / over voltage / over temperature GENERAL INFO: Operating Temperature: -30F to 140F (-35C to 60C) Storage Conditions: -40 C to 70 C (-40 F to 158 F)

## ITEMS INCLUDED WITH PURCHASE:

Quick Mount Power Pole Bracket and Pin (Lag bolts not included) Stripped 14 AWG Power Cable for Lineman to connect to Power Line 20-foot 16 AWG AC Power Extension Cord Perforated Window Decals

Components outlined that go end of life may be replaced with an equal or better component. Power tap available upon request only



Small Freight



\$550.00

1

\$550.00

**\$35,536.44**

Tax (EXEMPT)

**\$0.00**

**Total**

**\$35,536.44**



Valorence, LLC (DBA: Covert Law Enforcement)  
Mailing / Payment: 649 N 170 E, Smithfield, UT, 84335  
Physical: 3002 North Main, North Logan, UT, 84341  
GSA: 1756 North 8150 West, Mendon, UT 84325

888.621.5558 • [www.valorence.com](http://www.valorence.com)

**VALORENCE**  
**COVERT**  
LAW ENFORCEMENT

# VALORENCE

Special Instructions / Term Exceptions:

I have read the payment terms listed on this quote and understand the expectations. I know that the full list of Terms and conditions are listed on the websites [www.valorence.com](http://www.valorence.com) and [www.CovertLawEnforcement.com](http://www.CovertLawEnforcement.com) and will reference those for further detail if needed.

Ryan Spaulding  
Sergeant Charleston Police Department - West  
Virginia  
OR  
Authorized Representative of the aforementioned  
Organization.

AGREED TO AND ACCEPTED:



Valorence, LLC (DBA: Covert Law Enforcement)  
Mailing / Payment: 649 N 170 E, Smithfield, UT,  
84335  
Physical: 3002 North Main, North Logan, UT,  
84341  
GSA: 1756 North 8150 West, Mendon, UT 84325

**VALORENCE**  
**COVERT**  
LAW ENFORCEMENT

888.621.5558 • [www.valorence.com](http://www.valorence.com)  
• Est. 2010 • [sales@valorence.com](mailto:sales@valorence.com)

**COVERT**  
LAW ENFORCEMENT

Covert Law Enforcement Product  
Contact us for access  
to images and product details



Click image for expanded view



## POLE CAM MINI PROFORMANCE

|                             |                                    |
|-----------------------------|------------------------------------|
| <b>Mfr Part No.:</b>        | PCMP                               |
| <b>Contractor Part No.:</b> | PCMP                               |
| <b>Manufacturer:</b>        | VALORENCE                          |
| <b>Contract No.:</b>        | 47QSWA20D0016 (ends: Nov 11, 2029) |
| <b>MAS Schedule/SIN:</b>    | MAS/334220                         |
| <b>Warranty:</b>            | 1 YR                               |
| <b>Country of Origin:</b>   | UNITED STATES OF AMERICA           |

 Disaster Purchasing items

 Cooperative Purchasing items

[Report incorrect product information \(Login Required\)](#)

Price  
**\$10,555.16** EA  
*Shipping not included*

Qty: 1

Add to cart

## Product Details

### Description Provided by VALORENCE

Pole Cam Mini Proformance surveillance system is deployed outdoor covertly to assist law enforcement in high powered long range covert investigations with a 30+optical zoom, remote view, remote access, and the Valorence control module forremote.

## Compare Available Sources

**Instructions:** Select price below, enter qty at left, then Add to Cart. To view another contractor description, simply select the Contractor in the list below.

◆ Indicates when volume discounts are offered.

|  | Price/Unit◆        |    | Contractor ◆     | Socio                     | Photo                                                                               | Deliv Days ◆             | FOB/Shipping ◆       |
|--|--------------------|----|------------------|---------------------------|-------------------------------------------------------------------------------------|--------------------------|----------------------|
|  | <b>\$10,555.16</b> | EA | <b>VALORENCE</b> | <div>s</div> <div>d</div> |  | 45 days delivered<br>ARO | O-<br>CONUS,AK,PR,HI |

$$\begin{array}{r}
 1,660.48 \text{ upgrade} \\
 \hline
 12,215.64 \times 2 = 24,431.28 \\
 + 10,555.16 \text{ camera only-no upgrade} \\
 + 550.00 \text{ shipping} \\
 \hline
 35,536.44
 \end{array}$$



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## Product Details

### Description Provided by VALORENCE

Pole Cam Mini High Performance is an upgrade to the Pole Cam Mini Proformance (PCMP). Pole Cam Mini High Performance replaces the 0 to 180 Tilt camera with a high Performance camera +20 to -90 tilt range.

## Compare Available Sources

**Instructions:** Select price below, enter qty at left, then Add to Cart. To view another contractor description, simply select the Contractor in the list below.

◆ Indicates when volume discounts are offered.

|  | Price/Unit◆ |    | Contractor◆ | Socio                     | Photo                                                                               | Deliv Days◆              | FOB/Shipping◆        |
|--|-------------|----|-------------|---------------------------|-------------------------------------------------------------------------------------|--------------------------|----------------------|
|  | \$1,660.48  | EA | VALORENCE   | <div>s</div> <div>d</div> |  | 45 days delivered<br>ARO | O-<br>CONUS,AK,PR,HI |



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**COVERT**  
LAW ENFORCEMENT

Covert Law Enforcement Product  
Contact us for access  
to images and product details



Click image for expanded view



**POLE CAM MINI HIGH PROFORMANCE UPGRADE**

|                             |                                               |
|-----------------------------|-----------------------------------------------|
| <b>Mfr Part No.:</b>        | PCMHP                                         |
| <b>Contractor Part No.:</b> | PCMHP                                         |
| <b>Manufacturer:</b>        | VALORENCE                                     |
| <b>Contract No.:</b>        | 47QSWA20D0016 (ends: Nov 11, 2029) <b>GSA</b> |
| <b>MAS Schedule/SIN:</b>    | MAS/334220                                    |
| <b>Warranty:</b>            | 1 YR                                          |
| <b>Country of Origin:</b>   | UNITED STATES OF AMERICA                      |

 Disaster Purchasing items

 Cooperative Purchasing items

[Report incorrect product information \(Login Required\)](#)

Price  
**\$1,660.48 EA**  
*Shipping not included*

Qty: 1

Add to cart

Main Menu \ Account/Contractor Status Inquiry

Account Search Type:

☒ Account Name

☐ Account Address

☐ Account ID

Valorence Covert Law Enforcement

SEARCH

| Name «                                        | DBA » | Physical Address » | Account # » | Status » |
|-----------------------------------------------|-------|--------------------|-------------|----------|
| There were no accounts returned by the search |       |                    |             |          |

Logged in User: Taylor, Melissa

Wednesday, September 18 2024

Logout



# CITY OF CHARLESTON West Virginia



Council Member – 12<sup>th</sup> WARD

Joseph Jenkins  
839 Gordon Drive  
Charleston, West Virginia 25303  
304-575-9202  
joseph.jenkins@cityofcharleston.org

Finance Committee, Chair  
Parking Committee, Chair  
Ordinance and Rules

**AGENDA**  
**FINANCE COMMITTEE MEETING**  
**Monday, October 7, 2024**  
**6:30 P.M.**  
**AV ROOM #308, CITY HALL**  
**Charleston, WV**

**I. DISCUSSION:**

- a. Approval of Previous Minutes 9-16-2024
- b. Charleston Convention & Visitors Bureau Annual Update

**II. RESOLUTIONS:**

- a. Resolution No. 24-022 - Authorizing the Mayor or City Manager to submit a grant application to the Division of Administrative Services Justice and Community Services Division and administer any funds awarded for partial salary reimbursement for two of the Charleston Police Department Prevention Resource Officers.
- b. Resolution No. 24-023 - Authorizing the Mayor or City Manager to enter into Memoranda of Understanding with the Kanawha County Board of Education for continued placement of three Prevention Resource Officers at schools in Charleston
- c. Resolution No. 24-024 - Authorizing the Mayor or City Manager to submit a grant application to the Division of Administrative Services Justice and Community Services Division and administer any funds awarded to provide partial salary reimbursement for four members of the Metropolitan Drug Enforcement Network Team.
- d. Resolution No. 24-025 - Authorizing the Mayor or City Manager to enter into an Agreement with WesBanco, Inc. for a Standby Letter of Credit to provide security in lieu of a surety bond for liability of potential workers' compensation claims incurred while the City was a self-insured employer.

- e. Resolution No. 24-026 - Authorizing the Mayor or City Manager to purchase 2 high performance pole cameras and 1 standard pole camera from Valorence-Covert Law Enforcement, for the Charleston Police Department.
- f. Resolution No. 24-027 - Authorizing the Mayor or City Manager to enter into an agreement with SHI for computer and server security platforms and software for Information Systems.

**\*Meetings may be recorded and broadcast via internet <https://charlestonwv.civicclerk.com>**



Pricing Proposal  
Quotation #: 25259229  
Created On: 9/3/2024  
Valid Until: 11/28/2024

## WV-City of Charleston

### Larry Vernati

PO Box 2749  
ATTN: AP -I.S.  
Charleston, WV 25330  
United States  
Phone: 3043488048  
Fax:  
Email: larry.vernati@cityofcharleston.org

## Inside Account Executive

### Bobby Bradley

290 Davidson Ave  
Somerset, NJ 08873  
Phone: 800-527-6389 x.555-XXXX  
Fax:  
Email: Bobby\_Bradley@shi.com

All Prices are in US Dollar (USD)

|   | Product                                                                                                                                                                                                                                                                                                                                   | Qty | Your Price | Total       |
|---|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|------------|-------------|
| 1 | Complete Protection Platform (Per Workstation) EPP + EDR, with NGAV (AI), Rogues IoT, Firewall Control, Device Control, Remote Shell, EDR Hunting and Investigation and up to 100<br>SentinelOne - Part#: S1ES-CMP-EN-T3-S<br>Contract Name: Omnia Partners - IT Solutions<br>Contract #: 2018011-02<br><b>Note:</b> 1 year               | 525 | \$25.47    | \$13,371.75 |
| 2 | Complete Cloud Workload Security (Per Server). EPP + EDR, with NGAV (AI), Rogues IoT, Firewall Control, Device Control, Remote Shell, EDR Hunting and Investigation and up to 100<br>SentinelOne - Part#: S1ES-CMP-CW-T3-S<br>Contract Name: Omnia Partners - IT Solutions<br>Contract #: 2018011-02<br><b>Note:</b> 1 year               | 75  | \$25.47    | \$1,910.25  |
| 3 | Singularity Vulnerability Management (Per Endpoint). Assess and Prioritize Vulnerabilities with exploitability factors driven by vulnerability intel, and vulnerabilities workflow management.<br>SentinelOne - Part#: SP-RGI-ND-T3-S<br>Contract Name: Omnia Partners - IT Solutions<br>Contract #: 2018011-02<br><b>Note:</b> 12 months | 600 | \$10.29    | \$6,174.00  |
| 4 | WatchTower (Per Endpoint). Real-time Threat Hunting, SLED, 1 Yr, 501-1,000 Endpoint<br>SentinelOne - Part#: SS-WAT-ND-T3-S<br>Contract Name: Omnia Partners - IT Solutions<br>Contract #: 2018011-02<br><b>Note:</b> 12 months                                                                                                            | 600 | \$7.92     | \$4,752.00  |
| 5 | Services Credit (Per Credit). Access to pre defined, fixed scope enablement, ad-hoc and live training services as defined in the Credit Services Catalog. Catalog services are priced at 1 or more credits per services<br>SentinelOne - Part#: PS-PSC-CR-T2-S<br>Contract Name: Omnia Partners - IT Solutions                            | 3   | \$740.74   | \$2,222.22  |

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|   |                                                                                                                                                                                                                                           |   |        |             |
|---|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|--------|-------------|
| 6 | Singularity Platform. Access to the Singularity Platform, includes initial SDL Ingest, SLED, 1 Yr<br>SentinelOne - Part#: PF-PLT-FF-T1-S<br>Contract Name: Omnia Partners - IT Solutions<br>Contract #: 2018011-02<br><b>Note:</b> 1 year | 1 | \$0.00 | \$0.00      |
|   |                                                                                                                                                                                                                                           |   |        | <hr/>       |
|   |                                                                                                                                                                                                                                           |   | Total  | \$28,430.22 |

**Additional Comments**

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Please note, if Emergency Connectivity Funds (ECF) will be used to pay for all or part of this quote, please let us know as we will need to ensure compliance with the funding program.

SHI Vendor Number: 117794

Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

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*The products offered under this proposal are resold in accordance with the terms and conditions of the Contract referenced under that applicable line item.*