

## PRESS RELEASE

As Chairman of the Board of Supervisors, I write to provide information concerning Charlotte's commitment to acquire a new radio communications system, to provide that system expeditiously, to acquire an excellent system which will well serve Charlotte, and to acquire that system at the best cost achievable. There is a great deal more which can be said than the matters I am sharing now. But for now, there are five primary issues I would like to address: Board negotiations; system cost; system quality; system activation; potential providers.

**Board Negotiations:** The committee appointed by the Board in May 2015 made its recommendation to the Board in January 2019. That committee was created to gather information and make a recommendation to the Board. But it is the Board's responsibility to evaluate the recommendation made, to be sure that the system acquired is the best system possible, and acquired for the best price achievable. Those responsibilities cannot, and should not, be delegated by the Board to a committee. The resolution adopted by the Board on February 13, 2019, simply confirmed the commitment of the Board to discharge its duties.

**System Cost:** The following figures illustrate the need for the Board to negotiate price with potential offerors. The Brunswick system, which comes online March 29, 2019, cost approximately \$2,100,000.00. The Mecklenburg system, which became operable in November 2018, cost approximately \$1,400,000.00. The Halifax system is not as near implementation as are the systems of Brunswick and Mecklenburg, but the approximate cost of the Halifax system is expected to be \$2,500,000.00. By contrast, the two offerors currently negotiating with Charlotte propose prices of approximately \$5,200,000.00 and \$5,500,000.00. The disparity in these figures makes abundantly clear the need for there to be more study of not just securing equipment which will well serve the citizens of Charlotte, but also securing that equipment at a cost which can be afforded by Charlotte taxpayers. The Board understands that the system needs of different Counties are not identical. There are different circumstances in different Counties which directly affect cost. For example, the number of towers available to a County, and the cost of using those towers, can cause the cost of a system to increase. So it may be that a Charlotte system will ultimately cost more than the systems of its neighboring Counties. But at present, the disparity between Charlotte's proposed cost, and the actual costs of adjoining Counties, is so great that cost issues must be thoroughly investigated.

**System Quality:** The Board will ensure that the system acquired for Charlotte is of good quality and will serve the needs of those using the system. We know that Brunswick, Mecklenburg and Halifax made thorough investigations before settling on the equipment acquired. The Board will be no less diligent in its efforts to secure an excellent system for Charlotte.

**System Activation:** The Board's efforts will require some time, but the time invested in negotiations is slight when compared to the time already committed to this effort, and if Charlotte is able to realize significant savings, that additional time will be well invested. The committee appointed by the Board to make the initial study worked hard and shared useful information with the Board, but it should be noted that the committee's efforts began in May

2015 and continued until the committee made a recommendation to the Board in January 2019. So the committee's work consumed nearly four years. Both offerors have stated that once the contract is awarded, it will require twelve months to have a new radio communications system operable in Charlotte. So whatever time is necessary for the Board to responsibly discharge its duties will be time well spent.

**Potential Providers:** Charlotte received proposals from two offerors and the committee negotiated with both of those offerors. The Board will continue to negotiate with those two offerors, and if necessary, consider other options. The Board has no bias for or against any offeror and the Board's decision will be based on the quality of the system to be provided, coupled with the price of that system.

Please know that the Board is committed to working diligently to finalize a contract for the new radio communications system, and to reach that point on the earliest date possible.

Garland H. Hamlett, Jr., Chairman  
Charlotte County Board of Supervisors