



CITY OF SALINAS COUNCIL STAFF REPORT

DATE: DECEMBER 9, 2025

DEPARTMENT: SALINAS POLICE DEPARTMENT

FROM: CARLOS ACOSTA, CHIEF OF POLICE

BY: TONYA ERICKSON, POLICE SERVICES ADMINISTRATOR

TITLE: ANNUAL SUBSCRIPTION WITH SOUNDTHINK, INC. FOR SHOTSPOTTER SERVICE

RECOMMENDED MOTION:

A motion to approve a Resolution authorizing the Purchasing Agent to execute a renewal subscription with SoundThinking, Inc. for ShotSpotter annual service for the period December 14, 2025 through December 13, 2026, and increase the current Agreement total by \$490,000 for a revised not to exceed total of \$1,470,000.

EXECUTIVE SUMMARY:

On August 31, 2016, the City of Salinas received \$5.5 million from the State of California to go directly toward anti-gang and violence prevention efforts, with \$1.5 million dedicated to three years of subscription services for ShotSpotter, as well as the purchase of necessary equipment and payment of associated implementation costs. City Council has approved payments to continue services in subsequent years, and on December 5, 2023, a new Agreement with ShotSpotter was approved. Funding for the ShotSpotter service was approved by City Council as part of the Police Department's FY 2025-26 Budget, and the department is now requesting approval of payment for the Annual Subscription Services for the period December 14, 2025, through December 13, 2026, under the terms and conditions of the existing agreement.

BACKGROUND:

On August 31, 2016, the City of Salinas received \$5.5 million from the State of California to go directly toward anti-gang and violence prevention efforts, with \$1.5 million dedicated to three years of subscription services for ShotSpotter, as well as the purchase of necessary equipment and payment of associated implementation costs. City Council accepted the funds and authorized the execution of the initial Agreement with ShotSpotter on August 30, 2016. The initial three-year subscription ended December 13, 2019, and on February 25, 2020, the City Council allocated additional funding and approved a new subscription agreement with ShotSpotter to continue services through December 13, 2020. The funds for ShotSpotter were included in the Police

Department's subsequent annual budgets, and on December 5, 2023, a new subscription Agreement was approved to continue services. Funding for the ShotSpotter service was approved by City Council as part of the Police Department's FY 2025-26 Budget, and staff is now requesting approval of payment for the Annual Subscription Services for the period December 14, 2025, through December 13, 2026, under the terms and conditions of the existing agreement, and the chart below indicates the history of services under the current Agreement.

Subscription/Service Period	Cost
December 14, 2023 - December 13, 2024	\$490,000
December 14, 2024 - December 13, 2025	\$490,000
December 14, 2025 - December 13, 2026	\$490,000
Total Agreement Not to Exceed Amount	\$1,470,000

ShotSpotter Flex helps law enforcement agencies by directing police officers to the precise location of gunfire incidents within seconds of the shots being fired. ShotSpotter uses acoustic sensors placed throughout the city to identify when and where gunfire occurs. There is no video component and ShotSpotter sensors cannot record voices. The sensors are deployed to cover those areas of Salinas where gunfire is most likely to occur, based on data collection. ShotSpotter is currently used in more than 100 cities worldwide.

The goal of ShotSpotter is to reduce gun violence and save lives. The information and data gathered assists law enforcement in solving crimes and in prosecuting those individuals responsible for gun violence in the community. Most recent available data covering the period from January 1, 2023 through June 30, 2025 shows that there were 549 ShotSpotter alerts during this period, with only 8.4% of alerts having a matching call for service within 15 minutes and 1 mile of the shooting location, and only 5.5% of alerts had a matching call for service within three minutes and 300 feet of the shooting location. While it remains critical for the community to call 911, the location of the gunfire can sometimes be difficult for callers to identify. Additionally, the community may be reluctant to report gunfire or a potential crime for a variety of reasons, including fear of getting involved. With the ShotSpotter service, an alert is issued within approximately 60 seconds, and the alert provides a location which is accurate to within 100 feet without the need for a resident's report or call for service. During this same reporting period, leveraging ShotSpotter alerts, the Salinas Police Department was able to swiftly respond to 14 shooting locations involving gunshot victims. Timely response to gunfire not only enhances the likelihood of lifesaving intervention but also builds community trust by reinforcing that law enforcement will show up when it matters most.

Investigations Division Commander James Arensdorf provided a presentation on ShotSpotter to the Police Community Advisory Committee (PCAC) on October 22, 2025. During the presentation, the Committee had an opportunity to ask questions and expressed support for this service.

ShotSpotter is in Newark, California and there are no local vendors for this service. Given the absence of local vendors, as well as the information provided, the City Council has the authority to approve this direct purchase under Salinas Municipal code Section 12-27 and without application of the local purchasing preference pursuant to Salinas Municipal Code Section 12-28.080.

CEQA CONSIDERATION:

Not a Project. The City of Salinas has determined that the proposed action is not a project as defined by the California Environmental Quality Act (CEQA) (CEQA Guidelines Section 15378).

CALIFORNIA GOVERNMENT CODE §84308 APPLIES:

No, does not apply. The City of Salinas has determined that Government Code §84308/Levine Act does not apply to this proposed action.

STRATEGIC PLAN INITIATIVE:

The proposed resolution will support the City Council's Strategic Plan Goal of Public Safety.

DEPARTMENTAL COORDINATION:

The Police Department consulted with the Legal Department regarding renewal and will coordinate with the Finance Department during the purchasing process.

FISCAL AND SUSTAINABILITY IMPACT:

Fund	General Ledger Number (Operating/CIP)	General Ledger Account Name	Remaining Budget Appropriation	Amount Requested
1100	40.4130-63.4980	Outside services Maintenance - Software	\$1,141,072	\$490,000

ATTACHMENTS:

Resolution

ShotSpotter Renewal Quote

ShotSpotter Services Agreement, approved 12/5/2023