



City of Rochester Hills
AGENDA SUMMARY
FINANCIAL ITEMS

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Legislative File No: 2026-0088

TO: Mayor and City Council Members

FROM: Ken Elwert, CPRE, Director Parks and Natural Resources
Kelly McBride, Parks Manager

DATE: March 9, 2026

SUBJECT: Parking Kiosks

REQUEST:

City Council is requested to authorize the purchase of Parking Kiosk equipment and services in the amount not-to-exceed \$40,560.00 for a three-year period, plus an authorization for variable credit card payment services fees estimated at \$384.00 per year (\$1,536 total for four (4) units) to be paid based on actual fees incurred to Arrive, Moorestown, New Jersey.

REASON FOR PURCHASE:

The City is recommending the purchase of solar parking kiosk equipment and associated services utilizing a competitively solicited national cooperative agreement through OMNIA Partners (Contract #R220202). By utilizing this cooperative agreement, the City ensures the pricing provided by Arrive has been vetted through a transparent, competitive bidding process. This allows the City to take advantage of national volume pricing to obtain the best overall value for the kiosk equipment and services.

The requested approval includes the purchase of four (4) solar-powered parking kiosks and related services. The contract consists of two cost components:

1. Fixed Costs: Hardware, installation, and software subscriptions totaling \$39,408.00 for a three-year term.
2. Variable Costs: EMV (chip card) payment service fees, which are initially estimated at \$384.00 per year (\$1,152.00 over the three-year term).

Council is requested to authorize a total initial contract amount of \$40,560.00. Furthermore, because EMV service fees are "pass-through" costs based on the actual number of transactions that occur, Council is requested to authorize the City to pay any variable service fees that may exceed the \$384.00 annual estimate. These costs are revenue-dependent; any fees incurred beyond the estimate will be directly offset by higher-than-projected parking revenue collected by the City.

The Parks and Natural Resources Department implemented Park Mobile as a parking payment system for Innovation Hills in 2025, and now seeks to do the same at Bloomer Park in 2026. These parking kiosks are needed to increase accessibility to pay for parking by providing an onsite and in-person option. Three kiosks are for Bloomer Park and one is for Innovation Hills.

Year 1 Costs			
Description	Unit Cost	Qty	Extended Cost
Solar Kiosk Terminal	\$5,950	4	\$23,800
Card Reader	\$450	4	\$1,800
Equipment Installation	\$500	4	\$2,000
Flowbird Web Office Professional	\$744	4	\$2,976
Card Payment Services (Variable Fee)	\$96*	4	\$384*
*Estimated Variable Fee based on card payment activity			
Year 1 Costs			\$30,960
Year 2 Costs			
Description	Unit Cost	Qty	Extended Cost
Flowbird Web Office Professional	\$744	4	\$2,976
Parts Replacement Warranty Program	\$360	4	\$1,440
Card Payment Services (Variable Fee)	\$96*	4	\$384*
*Estimated Variable Fee based on card payment activity			
Year 2 Costs			\$4,800*
Year 3 Costs			
Description	Unit Cost	Qty	Extended Cost
Flowbird Web Office Professional	\$744	4	\$2,976
Parts Replacement Warranty Program	\$360	4	\$1,440
Card Payment Services (Variable Fee)	\$96*	4	\$384*
*Estimated Variable Fee based on card payment activity			
Year 3 Costs			\$4,800*
TOTAL ESTIMATED 3-YEAR CONTRACT COSTS			\$40,560

PROCESS:

Vendor Name and Address:

Arrive (Flowbird Group)
40 Twosome Drive, Suite 7
Moorestown, NJ 08057

Reason for Selection:

Cooperative Contract

Method of Purchase:

Blanket Purchase Order

BUDGET:

Funding is not specifically included in the FY 2026 Adopted Budget nor the FY 2027-2028 Projected Budgets for this project, however there are funds within the current FY 2026 Adopted Budget which can be reallocated so that no additional funding is requested for this project this year.

Funding for the four (4) Solar Kiosk Terminals, Card Readers, and Installation in the amount of \$27,600 is proposed to be offset through a transfer of "Green City" funds currently budgeted in the Solid Waste Fund / Professional Services account (596.801000) which can be reallocated as a transfer-out to the (101) General Fund / Parks Department to offset these one-time purchase and installation costs of the four (4) Solar Kiosk Terminals.

The ongoing software maintenance and card payment services fees estimated at \$4,320 per year can be reallocated from the \$200,000 Bloomer Park Drainage Study project (PK-01Q), which is included in the current FY Adopted 2026 Budget. Due to the new Oakland County Parks Interlocal Agreement, the City will not be performing this study and \$4,320 of the Bloomer Park Drainage Study can be reallocated towards the FY 2026 software maintenance and card payment services fees.

Software maintenance, parts, and card payment services fees will be included in the FY 2027 and beyond budgets as on an on-going operating expenditure.

If approved by City Council, a 1st quarter budget amendment will be presented to reallocate the funding between the Solid Waste Fund and the General Fund.

Fund Name	Department Account No	Account No. Description	3-year Budget Amount	3-year Cost	Remaining Budget
General Fund	756.748000	Parks – Operating Equipment (1)	\$0	\$27,600	(\$27,600)
General Fund	756.801000	Parks – Professional Services (2)	\$0	\$12,960	(\$12,960)
		Total	\$0	\$40,560	(\$40,560)

Note:

(1) = FY 2026 costs proposed to be funded through a transfer-in from the Solid Waste Fund

(2) = FY 2026 costs proposed to be funded through a reallocation from the Bloomer Park Drainage Study project.

RECOMMENDATION:

It is recommended that authorize the purchase of Parking Kiosk equipment and services in the amount not-to-exceed \$40,560.00 for a three-year period, plus an authorization for variable credit card payment services fees estimated at \$384.00 per year (\$1,536 total for four (4) units) to be paid based on actual fees incurred to Arrive, Moorestown, New Jersey.

APPROVALS:	SIGNATURE	DATE
Department Review		
Department Director		
Budget Content: Chief Financial Officer		
Purchasing Process: Procurement Manager		
Mayor		
City Clerk		

Contract Reviewed by City Attorney Yes N/A