Southgate City Council Agenda

Council Chambers

14400 Dix-Toledo Rd., Southgate, Michigan 48195

Wednesday November 18, 2026

6:30pm Work Study Session

1. Scarecrow Competition Awards
2. Halloween Home Decorating Contest Awards
3. Officials Reports
4. Discussion of Agenda Items

7:00 pm Regular Meeting

Pledge of Allegiance

Roll Call: Ayres-Reiss, Gawlik, George, Graziani, Kuspa, Price, Rauch

Minutes:
1. Work Study Meeting Minutes dated November 4, 2026
2. Regular City Council Meeting Minutes dated November 4, 2026

Scheduled Persons in the Audience:
Consideration of Bids:
Scheduled Hearings:

Communications "A"

1.	Letter from Mayor; Re: Appointments to DDA	Page 4
2.	Letter from Mayor; Re: Appointment to Dangerous Building Hearing Board	Page 5
3.	Memo from Administrator; Re: Resolution – Binding Letter of Agreement with Brad Lesko	Page 6
4.	Letter from Mayor; Re: Purchase of Additional Body Camera Products **(Waiver of Bid)**	Page 9
5.	Letter from Mayor; Re: Purchase of Nighthawk and Cellhawk Licenses **(Waiver of Bid)**	Page 16

Communications "B" – (Receive and File):

1.	Letter from Mayor; Re: Appointments to Commission on Aging	Page 23

Ordinances:

Old Business:

New Business:

Unscheduled Persons in the Audience:

Claims & Accounts: **Warrant #1557** **$2,075,666.06**

Adjournment:

Janice M. Ferencz

Janice M. Ferencz, City Clerk

City Council

Work Study Session

November 4, 2026

An Informal Meeting of the Council of the City of Southgate was held on November 4, 2026 at 6:30 P.M. and called to order by Council President Zoey Kuspa.

Present:	Priscilla Ayres-Reiss, Karen George, Zoey Kuspa, Adriene Price, Phil Rauch
Absent:	Edward Gawlik, Jr. (excused) & Christian Graziani (excused)
Also Present:	Mayor Joseph G. Kuspa, City Attorney Edward Zelenak, City Administrator Daniel Marsh, Assistant City Administrator/Finance Director Doug Drysdale, City Clerk Janice Ferencz, City Treasurer Chris Rollet, City Engineer John Hennessey, Police Chief Mark Mydlarz, Police Deputy Chief Brent Newsted, Fire Chief Justin Graves, DPS Director Phil Ferro, Recreation Director Julie Goddard, Building Director Tim Leach

Mayor Kuspa read a proclamation for Family Court Awareness Month.

Discussed the following agenda items:

- Resolution Request for Charitable Gaming License – Arkay, Inc.
- Pest Control Contract-Waiver of Bid

This meeting ended at 6:41 p.m.

City of Southgate
Regular City Council Meeting
November 4, 2026

A Regular Meeting of the Council of the City of Southgate was held on Wednesday, October 21, 2026 in the Southgate City Hall Council Chambers and was called to order at 7:00 PM by Council President Zoey Kuspa.

This meeting began with the Pledge of Allegiance.

Present:	Priscilla Ayres-Reiss, Karen George, Zoey Kuspa, Adriene Price, Phil Rauch
Absent:	Edward Gawlik, Jr. (excused) & Christian Graziani (excused)
Also Present:	Mayor Joseph G. Kuspa, City Attorney Edward Zelenak, City Administrator Daniel Marsh, Assistant City Administrator/Finance Director Doug Drysdale,, City Clerk Janice Ferencz, City Treasurer Chris Rollet, City Engineer John Hennessey, Police Chief Mark Mydlarz, Police Deputy Chief Brent Newsted, Fire Chief Justin Graves, Recreation Director Julie Goddard, DPS Director Phil Ferro, Building Director Tim Leach

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Minutes:

Moved by Ayres-Reiss, supported George, RESOLVED, that the minutes of the City Council Work Study Session dated October 21, 2026 be approved as presented. Motion carried unanimously.

Moved by Rauch, supported by Price, RESOLVED, that the minutes of the Regular City Council Meeting dated October 21, 2026 be approved as presented. Motion carried unanimously.

Communications "A":

1. Memo from Administrator; Re: Resolution for Charitable Gaming License – Arkay, Inc. moved by George, supported by Ayres-Reiss, THAT the Southgate City Council approve the resolution request of Arkay, Inc., of Southgate, MI, to be recognized as a nonprofit organization operating in the community for the purpose of obtaining a charitable gaming license. Motion carried unanimously.

2. Letter from Mayor; Re: Approve Pest Control Contract-Waiver of Bid moved by Rauch, supported by Price, THAT the Southgate City Council waive the city bid process and approve a three year agreement with All Seasons Pest Control (Southgate, MI), beginning November 1, 2026 and running through October 31, 2029, a the monthly rates of $3,881.25/month for the remainder of 2026; $4017.09/month for 2027; $4,157.69/month for 2028; and $4303.21/month for 2029, representing 3.5% rate increases annually. Motion carried unanimously.

Claims and Accounts:

Moved by Rauch, supported by George, RESOLVED, that Claims and Accounts be paid as outlined on Warrant #1556 for $5,473,596.42. Motion carried unanimously.

Adjournment:

Moved by Ayres-Reiss, supported by George, RESOLVED THAT this Regular Meeting of the Southgate City Council be adjourned at 7:04 P.M. Motion carried unanimously.

Zoey Kuspa
Council President

Janice M. Ferencz
City Clerk

JOSEPH G. KUSPA
Mayor

JANICE M. FERENCZ
City Clerk

CHRISTOPHER P. ROLLET
Treasurer

City of Southgate

- CITY COUNCIL -

ZOEY KUSPA
Council President
CHRISTIAN GRAZIANI
KAREN E. GEORGE
PRISCILLA AYRES-REISS
PHILLIP J. RAUCH
ADRIENE PRICE
ED GAWLIK JR.

November 13, 2026

To The Honorable
Southgate City Council
Southgate, Michigan 48195

Re: Appointments to Boards/Commissions

Ladies and Gentlemen:

Please be advised I have made the following appointments:

Downtown Development Authority – for a term expiring December 2030:

Paul Aufdemberge
Todd Bondy
Ron Moran

Your concurrence on these appointments would be greatly appreciated.

Sincerely,

Joseph G. Kuspa
Mayor

Cc: City Clerk

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JOSEPH G. KUSPA
Mayor

JANICE M. FERENCZ
City Clerk

CHRISTOPHER P. ROLLET
Treasurer

City of Southgate

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PHILLIP J. RAUCH
ADRIENE PRICE
ED GAWLIK JR.

November 13, 2026

To The Honorable
Southgate City Council
Southgate, Michigan 48195

Re: Appointments to Boards/Commissions

Ladies and Gentlemen:

Please be advised I have made the following appointment:

Dangerous Building Hearing Board– for a term expiring December 2029:

Michael Yoos

Your concurrence on these appointments would be greatly appreciated.

Sincerely,

Joseph G. Kuspa
Mayor

Cc: City Clerk

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City of Southgate

Memorandum

To: Honorable City Council Members

From: Dan Marsh, City Administrator

Date: November 12, 2026

Re: Resolution to Approve the Binding Letter of Agreement with Mr. Brad Lesko

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As regulated by Section 64 of the Southgate City Charter, Mayor Kuspa is appointing Mr. Brad Lesko to the position of Fire Chief. Mr. Lesko is currently a Lieutenant in the Fire Department where he has successfully served for over eighteen years. Additionally, Mr. Lekso participated in the National Fire Academy's Executive Fire Officer Program becoming only the 128th recipient from the State of Michigan over the last 40 years.

The Administration respectfully recommends the approval of the Binding Letter of Agreement with Mr. Brad Lesko that will take effect November 22, 2026.

If you have any questions, please contact me.

Proposed Motion: *To approve the Binding Letter of Agreement with Mr. Brad Lesko to be effective on November 22, 2026.*

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BINDING LETTER OF AGREEMENT

THIS BINDING LETTER OF AGREEMENT ("Agreement") is made and entered into this 22nd day of November 2026 by and between **Brad Lesko**, Fire Chief, Southgate Fire Department (**"Chief"**) and the **CITY OF SOUTHGATE**, a Michigan municipal corporation, located at 14400 Dix-Toledo Road, Southgate, Michigan 48195 (**"City"**), and shall become effective between the parties upon execution. This Agreement memorializes the terms and conditions applicable to Brad Lesko effective and continuous from his date of appointment as Chief.

NOW THEREFORE, in consideration of the mutual promises set forth herein, the parties intending to be legally bound, do hereby represent, warrant, covenant and agree as follows:
As used in this Agreement, **"CBA"** means the IAFF Local 1307 Collective Bargaining Agreement, including all amendments or extensions, by and between the City of Southgate and the IAFF Local 1307. **"Bargaining Unit"** means the employees of the Southgate Fire Department represented by IAFF Local 1307 whom the Chief supervises.

The Fire Chief shall be entitled to the following benefits:

1. Beginning salary of $135,575 (base salary reflects the roll ins of longevity pay, holiday pay, paramedic bonus, holiday bonus, and command bonus) with annual adjustments in base compensation on July 1st of each year starting 7/1/2027, which shall reflect those increases received by the Bargaining Unit and CBA which the Chief supervises.
2. Considerations, at the discretion of the City Administration, for additional annual adjustments in salary, which when aggregated with number 1 above would be within the range of improvement authorized by City Council for other Department Heads, but in no event shall be less than the base salary compensation provided in number 1 above.
3. On call allowance, food allowance, cleaning, and uniform allowance (subject to adjustment in the CBA). No additional allowances or bonuses are included.
4. Except as to number 6 below, ALL other benefits, commonly called "fringe benefits", not less than currently being received at time of appointment, except that all health insurance, including the drug card, will mirror the CBA. Fringe benefits may be adjusted if the Bargaining Unit's fringe benefits change.
   a. Regular and seniority vacation be as provided for the Fire Prevention Division in Article X Section 1(B) of the most current version of the CBA and shall be credited on January first of each year.
   b. Bonus vacation time will be as provided in Article X Section 5 (Bonus Vacation) of the most current version of the CBA, but in no event shall be less than accrued at a rate of five (5) eight hour days per year.
   c. The Chief shall be entitled to fifteen (15) eight hour sick days per year. These days will be credited January 1st of each year.
5. Accumulation of earned vacation days shall not exceed Current Year Plus one year, as of December 31 each year; days accumulated in excess shall be forfeited and not paid.
6. Executive Latitude Time: shall be provided (at a rate of 8 hours per month on the first of each month) in lieu of compensatory time or overtime. The balance shall reset to zero every July 1st and January 1st. There will be no reimbursement for unused hours.
7. The multiplier will be set at 2.69% for first 25 years and 1% there after.
8. Final Average Compensation shall be based upon three (3) best out of ten (10) years. Only base wage (as described in Article VIII Section 1 of the CBA) and unused vacation (capped at five (5) days) shall be included.
9. There shall be a hard cap of $70,000.00 after annuity withdrawal. The Chief's contribution shall be 10%. Adjustments to the hard cap shall reflect those made in the CBA
10. Hours of Employment: The normal work schedule shall be Monday through Friday, five (5) eight (8) hour days for a total of forty (40) hours each week. All days shall be eight (8) straight hours and not a split shift.
11. Vacation & Leave Time Requests (including executive latitude and personal business time): Subject to the approval of the City Administrator/Mayor. Vacation and Leave Time may be taken in one (1) hour increments.
12. City vehicle shall be made available for City related business and may be taken home at night as long as the Chief resides within ten (10) miles of the city. A stipend of $150/month paid on the first check of each month shall be provided if the Chief did not choose to take a vehicle home during the previous month.
13. Discipline: In recognition of the fact that the Chief's position must be filled in accordance with Public Act 78, all disciplinary matters regarding the Chief, shall be entitled to the due process provisions and [illegible]

articulated in Public Act 78 (Police and Fire Civil Service Act) and the Fire Rules and Regulations. The Chief shall have the right to appeal any disciplinary action either directly to the Police and Fire Civil Service Commission or utilize the Binding Arbitration right that is contained in the CBA. The choice of forum will be at the Chief's discretion.

14. If a dispute arises concerning this Agreement or the Chief's employment with the City in any way, shape or form including, but not limited to, any and all statutory, administrative, discrimination, contract, or any other potential, judicial or other claims, such dispute can be resolved only through binding arbitration pursuant to the terms of this arbitration provision, with the exception of discipline as outlined in Section 13. Within one hundred eighty (180) days of the event or occurrence which gives rise to the dispute, either the Chief or the City may file a demand for arbitration with the Federal Consultation and Mediation Services ("FCMS"). Such arbitration shall be conducted in accordance with FCMS's commercial arbitration rules (except as modified herein). Such arbitration shall be heard by a single Michigan arbitrator. The determination of the arbitrator shall be binding upon both the City and the Chief. All expenses, costs, administrative filing fees and arbitrator's fees shall be shared equally by the City and the Chief. The parties further agree that they will comply with the terms of this arbitration provision and any award rendered by the arbitrator, and that a judgment of a court having jurisdiction may be entered upon the award as long as the arbitrator does not exceed their authority or jurisdiction. This arbitration provision specifically includes, but is not limited to, statutory claims of employment discrimination.
15. Liability Insurance: Shall be provided to cover all lawsuits arising from conduct undertaken within the scope of employment.

This Agreement constitutes the entire understanding of the parties and supersedes any prior agreements, oral understandings, resolutions or statements of intent. This agreement may not be changed, modified or altered in any manner except as mutually agreed to by the parties in writing. In the event that negotiations extend beyond the said expiration date of this Agreement, the terms and provisions of this Agreement shall remain in full force and effect pending agreement upon a new Contract.

This Agreement shall be governed by the laws of the State of Michigan.

IN WITNESS WHEREOF, the parties have executed this agreement by their duly authorized representatives this day _____ of **November 2026.**

CITY OF SOUTHGATE, MICHIGAN
A Municipal Corporation

By:_____
Joseph G. Kuspa, Mayor

WITNESS

_____
Witness

Brad Lesko
Fire Chief

By:_____
Brad Lesko, Fire Chief

WITNESS

_____
Witness

page 8

JOSEPH G. KUSPA
Mayor

JANICE M. FERENCZ
City Clerk

CHRISTOPHER P. ROLLET
Treasurer

City of Southgate

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PRISCILLA AYRES-REISS
PHILLIP J. RAUCH
ADRIENE PRICE
ED GAWLIK JR.

November 12, 2026

To the Honorable
City Council
Southgate, Michigan 48195

Re: Approve Purchase of Additional Body Camera Products **(Waiver of Bid)**

Ladies and Gentlemen:

I have reviewed the above and concur with the Police Chief's recommendation to waive the bid process and approve the purchase of the Axon Performance and Axon Evidence licenses from Axon Enterprises, Inc., Scottsdale, Arizona, in the amount of $17,394.24, for a period starting February 1, 2027 through June 30, 2028.

Your concurrence on this matter would be greatly appreciated.

Funds are available in the Police Department Budget.

Sincerely,

Joseph G. Kuspa
Mayor

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ED GAWLIK JR.

MEMORANDUM

TO: Honorable Mayor and City Council

FROM: Douglas Drysdale, Assistant City Administrator / Finance Director DWD

DATE: November 10, 2026

RE: Recommendation to Approve Purchase of Additional Body Camera Products **(WAIVER OF BID)**

I have reviewed the above with the Chief of Police and concur with his recommendation to waive the city bid process and approve the purchase of the Axon Performance and Axon Evidence licenses from Axon Enterprise, Inc. (Scottsdale AZ) in the amount of $17,394.24, for a period starting February 1, 2027 and ending June 30, 2028.

The police department has been utilizing the Axon body-worn cameras since 2020 and the Fleet 3 in-car camera system since 2023; these additional licenses will integrate with these systems seamlessly.

Adequate funds are available in the Police Dept budget.

Proposed Motion
Waive the city bid process and approve the purchase of the Axon Performance and Axon Evidence licenses from Axon Enterprise, Inc. (Scottsdale AZ) in the amount of $17,394.24, for a period starting February 1, 2027 and ending June 30, 2028.

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SOUTHGATE POLICE DEPARTMENT MEMO

To: Honorable Mayor Kuspa

From: Mark A. Mydlarz, Chief of Police.

Re: **Request for Waiver of bid/Purchase approval**

Date: November 9th, 2026

Dear Mayor Kuspa,

The police department has utilized Axon body worn cameras since 2020 and the Fleet 3 in-car camera system since 2023. The current body worn camera contract remains effect through July 2030 while the Fleet 3 contract runs through June 2028. Both systems have performed well and Axon's evidence.com platform is used by the Wayne County Prosecutors Office to review video for all Wayne County law enforcement agencies.

Evidence.com serves as the storage and management platform for video captured by Axon's camera systems. Currently, after a video is recorded using a body-worn or in-car camera, each officer is responsible for accessing the system and manually categorizing the video. This process includes entering the incident number and assigning the appropriate retention code for FOIA and court-related purposes. Additionally, supervisors are required to conduct random audits of their subordinates' video recordings for quality control, policy compliance, and training purposes.

Axon offers two additional services that can be incorporated into our existing contract: Auto-Tagging and Axon Performance. The Auto-Tagging service integrates computer-aided dispatch (CAD) information with the Axon system to automatically categorize body-worn and in-car camera videos. This feature will reduce the administrative burden on officers, improve efficiency, and help ensure video evidence is properly categorized and retained in accordance with applicable law and policy.

Axon Performance is designed to streamline and enhance the supervisory review process. The system automatically generates random video reviews for supervisors and provides a mechanism for delivering feedback to officers for training and performance improvement. Additionally, Axon Performance complements the Auto-Tagging service by identifying uncategorized videos and flagging incidents in which a camera may have been activated late or not activated at all. These features will provide an additional layer of accountability and help ensure compliance with department policies.

The police department received a quote from Axon to add both services to our existing contract for a term of (17) months, corresponding with the remaining term of our Fleet 3 in-car video system contract. The cost for each service is $7, 197.12 for a combined service/license cost of $14,394.24 plus a one-time implementation fee of $3,000. The total cost of both services is $17,394.24.

It is my recommendation that we purchase Axon's Auto-Tagging and Performance services from Axon Enterprises Inc. located at 17800 N 85th St. Scottsdale, AZ. in the amount of $17,394.24. Adequate funds are available in the police department budget. With your concurrence I respectfully request this item be placed on the November 18th, City Council agenda for the purpose of waiver of bid and purchase approval.

Sincerely,

Mark A. Mydlarz
Chief of Police

Axon Enterprise, Inc.

17800 N 85th St
Scottsdale, Arizona 85255
United States
VAT: 86-0741227
(800) 978-2737

Q-1012773-001

Acct: 110198

Issued	Nov 4, 2026
Expires	Dec 31, 2026
Payment Terms	N30
Mode of Delivery	AUTO-GND

Southgate Police Dept. - MI

Currency: USD

CUSTOMER DETAILS

SHIP TO
Southgate Police Dept. - MI
14710 Reaume Parkway Civic Clr
Southgate, MI
48195-2503
USA

BILL TO
Southgate Police Dept. - MI
14710 Reaume Parkway Civic Clr
Southgate, MI
48195-2503
USA

SALES REPRESENTATIVE
Tony Marietti
Email: amarietti@axon.com

PRIMARY CONTACT
Mark Mydlarz
Phone: (734) 258-3060
Email: mmydlarz@ci.southgate.mi.us

QUOTE SUMMARY

Program Length	17 Months
Contract Start	Feb 1, 2027
Contract End	Jun 30, 2028
TOTAL CONTRACT	
Net Total	$17,394.24
Est. Tax	$0.00
Total Contract Value	**$17,394.24**

DISCOUNT SUMMARY

MSRP	$17,394.24
Net Price	$17,394.24
Total Savings	$0.00

PAYMENT SUMMARY

DATE	SUBTOTAL	EST. TAX	TOTAL
Jan 1, 2027	$17,394.24	$0.00	$17,394.24
Total	**$17,394.24**	**$0.00**	**$17,394.24**

SUMMARY PRICING FOR TERM

ITEM	DESCRIPTION	QTY	TERM (START)	UNBUNDLED	LIST PRICE	NET PRICE	SUBTOTAL	EST. TAX	TOTAL
DIGITAL EVIDENCE MANAGEMENT									
79999	Axon Evidence - Implementation for Auto Tagging/ Performance	1	–	–	$3,000.00	$3,000.00	$3,000.00	$0.00	$3,000.00
73739	Axon Performance - License	42	17 (2/2027)	–	$10.08	$10.08	$7,197.12	$0.00	$7,197.12
73682	Axon Evidence - Auto Tagging License	42	17 (2/2027)	–	$10.08	$10.08	$7,197.12	$0.00	$7,197.12
							SUBTOTAL	**EST. TAX**	**TOTAL**
	Total						$17,394.24	$0.00	$17,394.24

DELIVERY SCHEDULE

ESTIMATED SHIPPING DATE: Jan 1, 2027

Shipping Location: 14710 Reaume Parkway Civic Cir, Southgate, MI, 48195-2503, USA

SERVICES		QTY
79999	Axon Evidence - Implementation for Auto Tagging/Performance	1

ESTIMATED SHIPPING DATE: Feb 1, 2027

Shipping Location: 14710 Reaume Parkway Civic Cir, Southgate, MI, 48195-2503, USA

SOFTWARE		QTY
73682	Axon Evidence - Auto Tagging License	42
73739	Axon Performance - License	42

TERMS & CONDITIONS

This Rough Order of Magnitude estimate is being provided for budgetary and planning purposes only. It is non-binding and is not considered a contractable offer for sale of Axon goods or services.

Tax is estimated based on rates applicable at date of quote and subject to change at time of invoicing. If a tax exemption certificate should be applied, please submit prior to invoicing.

EXCEPTIONS TO STANDARD TERMS AND CONDITIONS

Rewrite Estimates

Estimated Amounts and Contract Terminations. Any amounts stated as due under existing or terminated contracts — including contract transfer balances carried forward to new or pending contracts — are estimates based on payments received as of the calculation date. These estimates may be adjusted if new contracts are not executed on the anticipated dates or if expected payments are not made.

Refresh Shipment Timing

Technology Assurance Plan (TAP) Refresh Prior to Renewal. For Customers with expiring agreements that include TAP refresh rights, Axon may, in its discretion, ship refresh hardware under the existing contract while renewal or replacement agreements are in progress. Any such shipments will be deemed made under the terms of the existing contract until the new contract is fully executed, after which any applicable updates, fees, or adjustments will apply.

Shipment Timing

Shipment Variance . Estimated shipment dates are provided for planning purposes only and are not guarantees. Axon may ship hardware before or after the estimated shipment date, and failure to meet an estimated shipment date will not, by itself, constitute a breach, provided Axon uses commercially reasonable efforts to meet estimated shipment dates.

JOSEPH G. KUSPA
Mayor

JANICE M. FERENCZ
City Clerk

CHRISTOPHER P. ROLLET
Treasurer

City of Southgate

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PRISCILLA AYRES-REISS
PHILLIP J. RAUCH
ADRIENE PRICE
ED GAWLIK JR.

November 12, 2026

To the Honorable
City Council
Southgate, Michigan 48195

Re: Approve Purchase Nighthawk and Cellhawk Licenses **(Waiver of Bid)**

Ladies and Gentlemen:

I have reviewed the above and concur with the Police Chief's recommendation to waive the bid process and approve the three year agreement with Leads Online LLC, Plano Texas, for the purchase of 3 Nighthawk licenses and 3 Cellhawk licenses expiring November 30, 2029. The first year amount is $13,957.50 with price increases for subsequent years of the agreement are limited to 3% year over year.

Your concurrence on this matter would be greatly appreciated.

Funds are available in the Police Department Budget.

Sincerely,

Joseph G. Kuspa
Mayor

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ED GAWLIK JR.

MEMORANDUM

TO: Honorable Mayor and City Council

FROM: Douglas Drysdale, Assistant City Administrator / Finance Director DWD

DATE: November 10, 2026

RE: Recommendation to Approve Purchase of NightHawk and CellHawk Licenses **(WAIVER OF BID)**

I have reviewed the above with the Chief of Police and concur with his recommendation to waive the city bid process and approve a three-year agreement with Leads Online LLC (Plano TX), expiring November 30, 2029, for the purchase of (3) NightHawk licenses and (3) CellHawk licenses in the first year amount of $13,957.50. Price increases for subsequent years of the agreement are limited to 3% year over year.

Adequate funds are available in the Police Dept budget.

Proposed Motion

Waive the city bid process and approve a three-year agreement with Leads Online LLC, expiring November 30, 2029, for the purchase of (3) NightHawk licenses and (3) CellHawk licenses in the first year amount of $13,957.50. Price increases for subsequent years of the agreement are limited to 3% year over year.

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SOUTHGATE POLICE DEPARTMENT MEMO

To: Honorable Mayor Kuspa

From: Mark A. Mydlarz, Chief of Police

Re: **Purchase Renewal**

Date: November 02, 2026

Dear Mayor Kuspa,

In 2024, the City Council approved the initial purchase of CellHawk Forensic Phone Technology equipment. Since being approved, this technology has been instrumental in aiding our detectives with phone and digital forensic criminal investigations. As digital investigations become increasingly complex, the need for efficient data collection, organization and analysis across multiple platforms continues to grow. I have worked closely with our Detective Lieutenant to evaluate our investigative technology and ensure our services remain aligned with the department's current needs.

Through the DMA (Downriver Mutual Aid Consortium) we have access to technology that has allowed us to discontinue our Cellebrite forensic analyzer subscription. However, we have identified an ongoing need for improved tools to organize and analyze data from social media or other applications. The volume and format of this information can make it cumbersome and difficult for investigators to efficiently analyze and review.

In addition to CellHawk, Leads Online offers a service called NightHawk. NightHawk is a multi-source digital evidence platform built to assist investigators with synchronizing data into maps, timelines, charts, and PowerPoint presentations for prosecution and court.

The NightHawk and CellHawk services are designed to complement one another and work together to provide a more comprehensive investigative solution. Leads Online offers one CellHawk license at no additional cost with the purchase of two NightHawk licenses. Based on the department's operating needs I am recommending the purchase of (3) CellHawk licenses and (3) NightHawk Licenses. Leads Online provided a quote including a (3) year agreement which limits annual prices increase to a 3% increase year over year. The combined cost of both services for year one is $13, 957.50.

It is my recommendation that we waive the bid and purchase (3) NightHawk licenses and (3) CellHawk licenses from Leads Online located at, 6900 Dallas Parkway, Suite 825, Plano, Texas

75024-4200 for a (3) year term expiring November 30th, 2029. Funds for this purchase are available in the Police Department budget.

With your concurrence, I respectfully request this item be placed on the City Council's agenda for the meeting scheduled on November 18th, 2026 for the purpose of purchase approval.

Sincerely,



Mark A. Mydlarz
Chief of Police

LEADSONLINE
6900 DALLAS PKWY STE 825, PLANO, TX 75024 - 4200

QUOTE

CUSTOMER:

City of Southgate, Michigan
14710 Reaume Parkway Civic Cir
Southgate, Michigan 48195

UNIT:

Police Department

QUOTE#: Q-12797
QUOTE DATE: 10/28/26
AGENCY ID: 8311
TERMS: Quote Only

Start Date	End Date	Scope of Services	Rate	Qty	Subtotal	Disc.%	Amount
12/01/26	11/30/27	NightHawk User License	$3,550.00	3	$10,650.00	5%	$10,117.50
12/01/26	11/30/27	CellHawk User License	$1,920.00	2	$3,840.00	0%	$3,840.00
12/01/26	11/30/27	Bonus CellHawk User License(s)	$3,425.00	1	$3,425.00	100%	$0.00
					Total Due:		**$13,957.50**

APPLICABLE TAXES:

FEES ARE EXCLUSIVE OF SALES, USE, WITHHOLDING, VAT, AND OTHER SIMILAR TAXES, AND IF REQUIRED BY LAW CUSTOMER IS RESPONSIBLE FOR PAYMENT OF SUCH TAXES. ANY TAXES REFERENCED AND/OR QUOTED ARE ESTIMATES ONLY, AND NOT ALL SERVICES AND/OR HARDWARE MAY BE SUBJECT TO TAXATION. FINAL TAX AMOUNTS WILL BE DETERMINED BASED ON APPLICABLE LAWS AT THE TIME OF INVOICING.

TAX EXEMPT? **PLEASE PROVIDE YOUR TAX EXEMPTION CERTIFICATE BY CLICKING HERE.**

TERMS & CONDITIONS:

Customer's proposal, quote, duly executed **Subscription Services Agreement** and applicable **Order Form(s)** shall form the Agreement. The Agreement constitutes the entire agreement between the parties and supersede any prior or contemporaneous negotiations or agreements, whether oral or written, related to this subject matter. No modification or waiver of any term of this Agreement is effective unless both parties agree in writing to special conditions applicable to this Agreement. LeadsOnline may include a purchase order number on Customer's invoice solely for Customer's internal payment and record keeping processes. Any terms within any purchase order provided to LeadsOnline in response to a quote, order form, invoice or otherwise will not modify or enlarge the obligations or liabilities of either party. Click here to download our W-9. Pricing presented will expire on **December 31, 2026**. Any eligible credits will be reviewed, assessed, and applied following the full execution of the Agreement and Order Form(s).

BUNDLE DISCOUNT AND BONUS LICENSE REVOCATION POLICY

If the associated Agreement and/or Order Form(s) are terminated, whether by cancellation, expiration, mutual termination, or breach, all discounts and/or bonus user licenses granted under the terms of the Agreement and/or Order Form(s) will be revoked immediately. Customer will no longer be eligible for discounted rates or bonus user licenses.

Bundle Discounts Applied:

Bonus CellHawk Users and Two-Product Discount

Thank you for your interest in LeadsOnline!

Please contact Jack James at jack.james@leadsonline.com or call (972) 331-6777 to move forward with this quote.

LEADSONLINE
6900 DALLAS PKWY STE 825, PLANO, TX 75024 - 4200

QUOTE

CUSTOMER:
City of Southgate, Michigan
14710 Reaume Parkway Civic Cir
Southgate, Michigan 48195

UNIT:
Police Department

QUOTE#: Q-12797
QUOTE DATE: 10/28/2026
QUOTE TOTAL: $43,141.27
AGENCY ID: 8311

Year 1 *(Due Now)*

Start	End	Scope of Services	Rate	Qty	Subtotal	Disc.%	Amount
12/01/26	11/30/27	NightHawk User License	$3,550.00	3	$10,650.00	5%	$10,117.50
12/01/26	11/30/27	CellHawk User License	$1,920.00	2	$3,840.00	0%	$3,840.00
12/01/26	11/30/27	Bonus CellHawk User License(s)	$3,425.00	1	$3,425.00	100%	$0.00
					Year 1 Total:		**$13,957.50**

Year 2

Start	End	Scope of Services	Rate	Qty	Subtotal	Disc.%	Amount
12/01/27	11/30/28	NightHawk User License	$3,656.50	3	$10,969.50	5%	$10,421.04
12/01/27	11/30/28	CellHawk User License	$1,977.60	2	$3,955.20	0%	$3,955.20
12/01/27	11/30/28	Bonus CellHawk User License(s)	$3,527.75	1	$3,527.75	100%	$0.00
					Year 2 Total:		**$14,376.24**

Year 3

Start	End	Scope of Services	Rate	Qty	Subtotal	Disc.%	Amount
12/01/28	11/30/29	NightHawk User License	$3,766.20	3	$11,298.60	5%	$10,733.67
12/01/28	11/30/29	CellHawk User License	$2,036.93	2	$4,073.86	0%	$4,073.86
12/01/28	11/30/29	Bonus CellHawk User License(s)	$3,633.58	1	$3,633.58	100%	$0.00
					Year 3 Total:		**$14,807.53**

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TAX EXEMPT? **PLEASE PROVIDE YOUR TAX EXEMPTION CERTIFICATE BY CLICKING HERE.**

TERMS & CONDITIONS:

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purchase order number on Customer's invoice solely for Customer's internal payment and record keeping processes. Any terms within any purchase order provided to LeadsOnline in response to a quote, order form, invoice or otherwise will not modify or enlarge the obligations or liabilities of either party. Click here to download our W-9. Pricing presented will expire on **December 31, 2026**.

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If the associated Agreement is terminated, whether by cancellation, expiration, mutual termination, or breach, all discounts and/or bonus user licenses granted under the terms of the Agreement will be revoked immediately. Customer will no longer be eligible for discounted rates or bonus user licenses.

BUNDLE DISCOUNTS APPLIED: *Bonus CellHawk Users and Two-Product Discount*

Thank you for your interest in LeadsOnline!

Please contact Jack James at jack.james@leadsonline.com or call

(972) 331-6777 to move forward with this quote.

JOSEPH G. KUSPA
Mayor

JANICE M. FERENCZ
City Clerk

CHRISTOPHER P. ROLLET
Treasurer

City of Southgate

- CITY COUNCIL -

ZOEY KUSPA
Council President
CHRISTIAN GRAZIANI
KAREN E. GEORGE
PRISCILLA AYRES-REISS
PHILLIP J. RAUCH
ADRIENE PRICE
ED GAWLIK JR.

November 13, 2026

To The Honorable
Southgate City Council
Southgate, Michigan 48195

Re: Appointments to Boards/Commissions

Ladies and Gentlemen:

Please be advised I have made the following appointments:

Commission on Aging – for a term expiring December 2027:

Carol Healy
Nancy Mellon
Maria Graziani
Valenteen Bojanowski
Kim Kuspa
Jan Kwiatkowski

Sincerely,

Joseph G. Kuspa
Mayor

Cc: City Clerk

NORMA J. WURMLINGER MUNICIPAL BUILDING
14400 DIX-TOLEDO ROAD • SOUTHGATE, MICHIGAN 48195 • 734-258-3022 • FAX: 734-246-1414