



COMMONWEALTH OF VIRGINIA  
**County of Henrico**

DEPARTMENT OF FINANCE  
Oscar Knott, CPP, CPPO, VCO  
Purchasing Director

July 8, 2025

Gregory Sheehan  
Flock Group Inc. dba Flock Safety  
1170 Howell Mill Road NW, Ste 210  
Atlanta, GA 30318

**RE: Contract # 2363A – Automatic License Plate Readers**

Dear Mr. Sheehan:

The annual contract the County has with your company to provide **Automatic License Plate Readers** is due to expire on **November 14, 2025**. Under the terms of the original agreement, this contract may be renewed for an additional one-year period from **November 15, 2025**, through **November 14, 2026**.

The County would like to renew this contract at current contract pricing. Please complete the information requested and return to Maria Gonzalez at [gon036@henrico.gov](mailto:gon036@henrico.gov) at your earliest convenience.

Following receipt of this information, the County will determine whether it is in our best interest to renew the contract or re-solicit. In addition, if you agree to renew the contract for an additional one-year period, please instruct your insurance agent to provide to my attention a current copy of a certificate of insurance. **Be sure the certificate lists the County of Henrico as an additional insured for the contract work.**

If you have any questions, please call me at (804) 501-5680 or email me at [Her034@henrico.gov](mailto:Her034@henrico.gov). Your cooperation and prompt response will be appreciated.

Sincerely,

***Justin M. Herbaugh***

Justin M. Herbaugh, VCO, VCA  
Procurement Analyst III

**CONTRACT # 2363A – Automatic License Plate Readers**

**BUYER NAME: Justin M. Herbaugh, VCO, VCA – Procurement Analyst III**

**Except for the changes provided herein, all other terms and conditions of this contract remain unchanged and in full force and effect. Please check one of the following:**

Yes. Renew the contract for an additional one-year period at current contract pricing.

Yes. Renew the contract for an additional one-year period at new contract pricing.  
(list below or attach new pricing sheet)

For the upcoming annual subscription renewal term, starting on November 15, 2025, and ending on November 14, 2026, the ALPR (aka Falcon) cameras will have a 3% price increase applied. Each ALPR camera will be \$2,575 (\$2,500 + 3%).

No. Do not wish to renew the contract. If no, please provide reason below.

Company Name: Flock Safety Inc. d/b/a Flock Safety

Date: 7/17/2025

Signature:   
AC5G931454G24F3...

Title: General Counsel

Telephone#: \_\_\_\_\_

Email: \_\_\_\_\_

SCC#: \_\_\_\_\_