

**City of Wichita  
City Council Meeting  
December 23, 2025**

**TO:** Mayor and City Council

**SUBJECT:** Donation for Drones First Responder (DFR) Hive

**INITIATED BY:** Wichita Police Department

**AGENDA:** New Business

**PRESENTER:** Deputy Chief Paul Duff

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**Recommendations:** Accept the donation, approve the project and authorize the necessary signatures to purchase Skydio drone equipment and services.

**Background:** The Wichita Police Department operates a Skydio based drone program in field operations, and they are deployed when needed. The Wichita Police Department currently has one Skydio Drone First Responder (DFR) Hive located at Lincoln and Broadway.

To expand the DFR program QuikTrip has committed to donating the necessary funds to the Wichita Police Department so that a new DFR Hive can be purchased and installed on top of their store at 1010 East Douglas.

**Analysis:** Currently the Wichita Police Department has one Drones as First Responder (DFR) Hive that covers a large amount of South Broadway. Expanding the DFR program would give the Wichita Police Department an even stronger capability to enhance situational awareness and streamline emergency response. The department's current use of drones has already demonstrated that unmanned aircraft can reach scenes far faster than ground units, providing real-time aerial intelligence that improves officer safety and decision-making. Scaling the program would allow more coverage across the city, reduce response gaps, and ensure that drones can be deployed simultaneously to multiple incidents. With broader availability, supervisors and responding units could rely more consistently on immediate, high-quality information, leading to safer, more efficient outcomes citywide.

For the Wichita community, expanding the program would bring measurable public-safety benefits and a higher quality of service. Greater drone coverage means more rapid verification of 911 calls, quicker detection of emergencies, and faster assistance during critical incidents such as missing-person searches, traffic collisions, or large public events. Increasing drone availability can also reduce unnecessary officer dispatches, freeing personnel for calls that require in-person response and helping manage staffing challenges. A larger DFR program can deliver broader safety benefits, strengthen public trust, and ensure that Wichita remains at the forefront of modern, community-centered policing.

Placing a DFR Hive at 1010 E Douglas provides benefits for both the community and QuikTrip. The central location creates the ability for the drone to monitor both the Old Town area and the surrounding community. Frequent use of the DFR from this location can help deter suspicious activity and street racing in the area. In addition, the DFR will allow officers to get "eyes on" much quicker when an incident occurs in or around the business.

Purchasing this DFR Hive aligns directly with Strategic Plan Strategy 2.3.3: Explore new deployment models in police and fire to meet response needs.

**Tactic 2.3.3i:**

WPD will implement a Drone as First Responder (DFR) program with use for other city departments to increase the ability to view an emergency more quickly than a vehicle response. Data analysis of RTM priority calls will be studied to place the DFR in the busiest area to maximize coverage of priority calls.

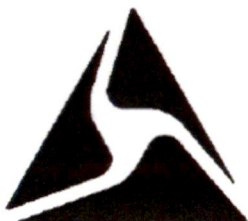
WPD would like to recognize and thank the Wichita Police and Fire Foundation for their involvement in this endeavor

**Financial Considerations:** This project is funded with a donation of \$654,368 from QuikTrip. The total cost is \$654,368 over five years. The donation covers the full five years of the program. Should the program be extended beyond five years additional fees apply for maintenance and subscription services currently priced at approximately \$61,000 per year for a hive. There is no required commitment beyond the five years. QuikTrip will donate the funds to the Wichita Police Department and the Wichita Police Department will order the Hive from AXON. A purchase order will be needed to secure the current pricing. If a purchase order cannot be issued prior to the end of the year a signed quote accepting the price will be sufficient provided that a purchase order is issued in early 2026.

**Legal Considerations:** The Law Department has reviewed and approved the donation form and agreement.

**Recommendations/Actions:** It is recommended that the City Council accept the donation, approve the purchase of the AXON AIR-Skydio DFR Hive for \$654,368 *from AXON Enterprise Inc.*, authorize the necessary signatures, and direct that the donated funds be used for this purchase.

**Attachments:** AXON DFR quote. Completed donation form from QuikTrip.



Axon Enterprise, Inc.  
17800 N 85th St  
Scottsdale, Arizona 85255  
United States  
VAT: 86-0741227  
Domestic: (800) 978-2737  
International: +1.800.978.2737

Q-753114-45960BW

Issued: 10/30/2025

Quote Expiration: 12/31/2025

Estimated Contract Start Date: 12/01/2025

Account Number: 113599

Payment Terms: N30

Mode of Delivery: UPS-GND

Credit/Debit Amount: \$0.00

| SHIP TO                                                                                   | BILL TO                                                                                                          |
|-------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------|
| City of Wichita Police Department<br>455 N Main St<br>Wichita,<br>KS<br>67202-1600<br>USA | City of Wichita Police Department<br>455 N Main St<br>Wichita<br>KS<br>67202-1600<br>USA<br>Email:<br>48-6000653 |

| SALES REPRESENTATIVE                                                | PRIMARY CONTACT                                                                       |
|---------------------------------------------------------------------|---------------------------------------------------------------------------------------|
| Ben Rubke<br>Phone: +1 4153149573<br>Email: brubke@axon.com<br>Fax: | Paul Duff<br>Phone: (316) 268-4165<br>Email: pduff@wichita.gov<br>Fax: (316) 858-7715 |

### Quote Summary

|                               |                     |
|-------------------------------|---------------------|
| Program Length                | 60 Months           |
| <b>TOTAL COST</b>             | <b>\$654,368.55</b> |
| <b>ESTIMATED TOTAL W/ TAX</b> | <b>\$654,368.55</b> |

### Discount Summary

|                          |                    |
|--------------------------|--------------------|
| Average Savings Per Year | \$8,459.84         |
| <b>TOTAL SAVINGS</b>     | <b>\$42,299.20</b> |

## Payment Summary

| Date         | Subtotal            | Tax           | Total               |
|--------------|---------------------|---------------|---------------------|
| Nov 2025     | \$654,368.55        | \$0.00        | \$654,368.55        |
| <b>Total</b> | <b>\$654,368.55</b> | <b>\$0.00</b> | <b>\$654,368.55</b> |

|                        |              |
|------------------------|--------------|
| Quote Unbundled Price: | \$344,595.45 |
| Quote List Price:      | \$344,595.45 |
| Quote Subtotal:        | \$654,368.55 |

## Pricing

*All deliverables are detailed in Delivery Schedules section lower in proposal*

| Item                       | Description                                        | Qty | Term | Unbundled | List Price  | Net Price   | Subtotal            | Tax           | Total               |
|----------------------------|----------------------------------------------------|-----|------|-----------|-------------|-------------|---------------------|---------------|---------------------|
| <b>A la Carte Hardware</b> |                                                    |     |      |           |             |             |                     |               |                     |
| 101968                     | AXON AIR - SKYDIO ASSURED FUTURE EQUIPMENT DFR KIT | 3   |      |           | \$28,268.00 | \$26,854.60 | \$80,563.80         | \$0.00        | \$80,563.80         |
| A00008                     | BUNDLE - AXON AIR DFR SINGLE DOCK                  | 3   | 55   |           | \$67,697.15 | \$3,151.15  | \$519,939.75        | \$0.00        | \$519,939.75        |
| <b>A la Carte Services</b> |                                                    |     |      |           |             |             |                     |               |                     |
| 102527                     | AXON AIR - SKYDIO PARACHUTE PLAN FOR X10           | 3   | 55   |           | \$130.00    | \$123.50    | \$20,377.50         | \$0.00        | \$20,377.50         |
| 101499                     | AXON AIR - SKYDIO - DEPLOYMENT - DOCK FOR X10      | 1   |      |           | \$35,250.00 | \$33,487.50 | \$33,487.50         | \$0.00        | \$33,487.50         |
| <b>Total</b>               |                                                    |     |      |           |             |             | <b>\$654,368.55</b> | <b>\$0.00</b> | <b>\$654,368.55</b> |

## Delivery Schedule

### Hardware

| Bundle                            | Item   | Description                                        | QTY | Shipping Location | Estimated Delivery Date |
|-----------------------------------|--------|----------------------------------------------------|-----|-------------------|-------------------------|
| BUNDLE - AXON AIR DFR SINGLE DOCK | 101736 | AXON AIR - SKYDIO X10 DOCK HW KIT                  | 3   | 1                 | 11/01/2025              |
| A la Carte                        | 101968 | AXON AIR - SKYDIO ASSURED FUTURE EQUIPMENT DFR KIT | 3   | 1                 | 11/01/2025              |

### Software

| Bundle                            | Item   | Description                                  | QTY | Estimated Start Date | Estimated End Date |
|-----------------------------------|--------|----------------------------------------------|-----|----------------------|--------------------|
| BUNDLE - AXON AIR DFR SINGLE DOCK | 100112 | AXON AIR - EVIDENCE.COM LICENSE - PILOT DATA | 3   | 12/01/2025           | 06/30/2030         |
| BUNDLE - AXON AIR DFR SINGLE DOCK | 100551 | AXON AIR - DRONESENSE CLOUDSTREAM FOR SKYDIO | 3   | 12/01/2025           | 06/30/2030         |
| BUNDLE - AXON AIR DFR SINGLE DOCK | 101199 | AXON AIR - SKYDIO DFR COMMAND                | 3   | 12/01/2025           | 06/30/2030         |

### Services

| Bundle                            | Item   | Description                                                  | QTY |
|-----------------------------------|--------|--------------------------------------------------------------|-----|
| BUNDLE - AXON AIR DFR SINGLE DOCK | 102294 | AXON AIR - SKYDIO DOCK FOR X10 - MAINT. AND REPAIR - PREMIUM | 3   |
| BUNDLE - AXON AIR DFR SINGLE DOCK | 12021  | AXON AIR - PROFESSIONAL IMPLEMENTATION                       | 1   |
| A la Carte                        | 101499 | AXON AIR - SKYDIO - DEPLOYMENT - DOCK FOR X10                | 1   |
| A la Carte                        | 102527 | AXON AIR - SKYDIO PARACHUTE PLAN FOR X10                     | 3   |

### Warranties

| Bundle                            | Item   | Description                                                | QTY | Estimated Start Date | Estimated End Date |
|-----------------------------------|--------|------------------------------------------------------------|-----|----------------------|--------------------|
| BUNDLE - AXON AIR DFR SINGLE DOCK | 101508 | AXON AIR - SKYDIO - CARE FOR X10 CELLULAR 5G + VT300-Z 3YR | 3   |                      |                    |

Shipping Locations

| Location Number | Street        | City    | State | Zip        | Country |
|-----------------|---------------|---------|-------|------------|---------|
| 1               | 455 N Main St | Wichita | KS    | 67202-1600 | USA     |

Payment Details

| Nov 2025     |        |                                                    |     |              |        |              |
|--------------|--------|----------------------------------------------------|-----|--------------|--------|--------------|
| Invoice Plan | Item   | Description                                        | Qty | Subtotal     | Tax    | Total        |
| Upfront      | 101499 | AXON AIR - SKYDIO - DEPLOYMENT - DOCK FOR X10      | 1   | \$33,487.50  | \$0.00 | \$33,487.50  |
| Upfront      | 101968 | AXON AIR - SKYDIO ASSURED FUTURE EQUIPMENT DFR KIT | 3   | \$80,563.80  | \$0.00 | \$80,563.80  |
| Upfront      | 102527 | AXON AIR - SKYDIO PARACHUTE PLAN FOR X10           | 3   | \$20,377.50  | \$0.00 | \$20,377.50  |
| Upfront      | A00008 | BUNDLE - AXON AIR DFR SINGLE DOCK                  | 3   | \$519,939.75 | \$0.00 | \$519,939.75 |
| Total        |        |                                                    |     | \$654,368.55 | \$0.00 | \$654,368.55 |

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.

## Standard Terms and Conditions

### Axon Enterprise Inc. Sales Terms and Conditions

#### Axon Master Services and Purchasing Agreement:

This Quote is limited to and conditional upon your acceptance of the provisions set forth herein and Axon's Master Services and Purchasing Agreement (posted at <https://www.axon.com/sales-terms-and-conditions>), as well as the attached Statement of Work (SOW) for Axon Fleet and/or Axon Interview Room purchase, if applicable. In the event you and Axon have entered into a prior agreement to govern all future purchases, that agreement shall govern to the extent it includes the products and services being purchased and does not conflict with the Axon Customer Experience Improvement Program Appendix as described below.

#### ACEIP:

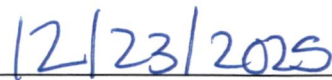
The Axon Customer Experience Improvement Program Appendix, which includes the sharing of de-identified segments of Agency Content with Axon to develop new products and improve your product experience (posted at [www.axon.com/legal/sales-terms-and-conditions](http://www.axon.com/legal/sales-terms-and-conditions)), is incorporated herein by reference. By signing below, you agree to the terms of the Axon Customer Experience Improvement Program.

#### Acceptance of Terms:

Any purchase order issued in response to this Quote is subject solely to the above referenced terms and conditions. By signing below, you represent that you are lawfully able to enter into contracts. If you are signing on behalf of an entity (including but not limited to the company, municipality, or government agency for whom you work), you represent to Axon that you have legal authority to bind that entity. If you do not have this authority, please do not sign this Quote.



Signature



Date Signed

10/30/2025





## Donation Form

Donation Date: 12/17/25

### Donor Information

First Name: Lauren

Last Name: Sherry

Corporation (if any): QuikTrip

Address: 4705 S. 129th E. Ave.

City/State/Zip: Tulsa, OK 74134

Phone: 918-615-7806

Email: lsherry@quiktrip.com

Amount: \$654,368

Check ☐ Cash ☐ Gift Card ☐ Other ☒ ACH

Match Amount:

Donation details including purpose and any restrictions (be as specific as possible):

Drones as First Responder (DFR) Hive Pilot Program at 1010 E Douglas QT location.

You must submit a written request to Lauren Sherry, QuikTrip in advance if you wish to change the purpose of the grant or if the funds are not expended within the designated time period.

Date to spend donation by: 12/31/26

After the restrictions on the funds contributed have been met, can any and all donated funds remaining be used for any other purpose, including general operations at the direction of the Department Director? Yes ☐ No ☒

Has the City provided any services in return for this donation? Yes ☐ No ☒

If yes, please include details of the services provided and when they were provided:

Disclosure: Please note that the City of Wichita does not provide an opinion on the value of a donation received from the donor or donation tax receipts.

### Signatures

Donor: *Lauren Sherry*

Date: 12/18/25

Staff receiving:

Date:

Staff verifying: *[Signature]*

Date: 12/23/2025

Authorize staff to setup budget and make the necessary budget adjustments.

≤ \$1,000 Donation Officer:

Date:

> \$1,000 and ≤ \$50,000 Department Director:

Date:

> \$25,000 and ≤ \$50,000 City Manager:

Date:

> \$50,000 and < \$250,000 will need City Council approval per consent agenda.

> \$250,000 will need City Council approval per new business.