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[14 YEARS EXPERIENCE IN MUNICIPAL LEADERSHIP](#)

June 7, 2022

Mayor Stephen Witt and City Council
205 N. Marion Ave.
Lake City, Florida 32055

Re: City Manager Vacancy

Dear Mayor Witt and City Council:

My sending this letter to you directly instead of through a search firm is highly unusual so please forgive the forward nature of my action in doing so. However, after watching the City Council meeting last night I realized that there was no search firm at the moment to go through since the Narloch firm was discharged by motion. As a footnote, you should know that my resume and a cover letter was forwarded to Narloch on Saturday June 4, 2022 because their firm indicated to me by phone that they were still accepting applications (and because the job was still available on the ICMA website).

I'm also forwarding this information on to you because I think there's a pathway to save Lake City time and money if you review my proposal to you at the end of this correspondence.

I recently noticed the posting for the City Manager position with your fine community in the International City Manager Association newsletter. I have run big and small municipalities and I have served the entire State of Ohio as President of the Ohio Municipal League. Attached is my resume for your review.

There are a host of activities I've been involved with which you can see in my resume. However, perhaps the most important thing I bring to the table is my ability to obtain grants. I personally processed and bird-dogged grant activities

on behalf of municipalities and boast the *highest per capita rate of success in obtaining grants in the history of the State of Ohio.*

I am in close contact with members of Congress and the United States Senate with reference to a new infrastructure bill which I believe will eventually be available for signing by the President within the next 12 months. This is within reach as the Federal Government will soon be unleashing this renegotiated version of BUILD BACK BETTER.

There will then be available *the largest number of infrastructure and operating support dollars for local government in the history of the world.* I have the experience and track record to enhance the funding for municipal infrastructure in Lake City as never before and I'm excited about this amazing grant funding opportunity which is coming down the pike. I have been reading your agendas and watching your council meetings and you have a lot of projects that will benefit from the money that I can bring in.

I have studied your demographic profile from the latest census and your mean household income data (\$40,000 per household) and diversity of population statistics (37% minority) have you situated in a sweet spot for these new Federal dollars, if you have someone to properly guide you in the process. And I don't mean an outside consultant: I mean a City Manager who is like a dog with a bone in pursuing this amazing opportunity.

I am so confident in my ability to bring new funds to your government that I am willing to guarantee my success in grantsmanship against my salary.

I also have a unique set of skills in the management area with my experience in municipal government and financial management. In my several years as a municipal manager, I have won the GFOA (Government Finance Officers Association) award for financial reporting and accountability every single year. Your community has *not* been a recipient of this award but I know that you will be able to proudly show your citizens your responsible handling of their money through your winning this award if I come on board. I have studied your budget and your annual audit: I am confident I can make a difference.

My management experience includes municipal wastewater, water, storm water management, electric, and solid waste, experience that will come in handy as you have a *very vibrant utility-providing profile* as well. I feel like Lake City was tailor-made for me from a management perspective.

My son, his family, and his law practice will soon be moving to the North Central part of Florida in your neck of the woods and I am hoping for a relocation that can let me combine my passion for local government with my management skills.

I know that your search has been a long and arduous one in finding the right person but I am willing to meet with you in person *at my cost* so we can evaluate each other face to face. I am impressed by the way Mayor Witt runs your meetings with a firm experienced hand and your council strives to conduct itself with sober deliberation and positivity.

Here's my rather unique proposal: I ask you to allow me to travel to Lake City at my own cost to meet with you in person. I am convinced that my experience and skill set will prove to be a great match for your community. If the interview process is positive from your standpoint, I would be willing to serve as your city manager without a contract with a review at the end of one year.

Under this proposal, you have nothing to lose and everything to gain. If you proceed to contract with a new search firm, you are looking at a delay of anywhere from 90 to 120 additional days and the added expense the new search firm will invoice. In addition, you will still be stuck with the financial burden of paying on the Narloch contract even if you're able to somehow pay a reduced compromised fee to that firm.

If the interview with me is undertaken immediately, you lose virtually nothing because you can always go on to the new search firm if you are not satisfied right away. However, I believe this proposal provides something positive for everyone and from my standpoint especially, the chance to carry out the will of council in a way that expands the future of Lake City for the good of all its citizens.

I humbly ask you to accept my proposal as I am immediately available. I want to be part of the coming success of Lake City!

Sincerely,



David M. Lynch