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14 YEARS EXPERIENCE IN MUNICIPAL LEADERSHIP

August 4, 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:

Forgive my temerity in sending you this most unusual correspondence as you search for a new city manager. However, in watching your city Council meetings and more importantly after a detailed analysis of your needs, I feel compelled to communicate with you directly regarding this situation.

The very highest duty of all elected officials is to protect the financial integrity of the community they represent. I am proposing a course of action for you which will satisfy that obligation without any risk to Lake City and perhaps will provide significant benefit as well.

I am asking for the opportunity to interview with all the members of your city Council prior to the initiation of the next step in the recruiting process for which you have contracted with Colin Baenziger.

There are significant potential savings if you take me up on this offer.

First of all, if I fit your needs for city management leadership, you will save the \$39,500 cost for the new search firm with whom you have a contract.

Secondly, my analysis of your operational and capital improvement structure demonstrates that I would not need an assistant city manager. This constitutes a savings to the municipality of approximately \$120,000 a year if you include the related benefits. That means that your next city manager working on a four-

year contract without an assistant would provide your municipality with savings of \$480,000 over the life of that 4 year contract.

Most importantly, a few things have changed since my last correspondence with you. Senator Joe Manchin of West Virginia has now agreed to terms of the passage of a new funding bill which will provide the largest influx of municipal grant dollars in the history of the world. That bill will become law soon and there is no person with a greater history of success in bringing grant dollars to municipalities than as I have demonstrated throughout my career. Lake City is supremely positioned to become a major recipient of these federal dollars because of your demographic profile. With my history of success for municipal grants, I would relish the opportunity to work with your city Council to leave a legacy of infrastructure improvements that surpasses anything you've ever seen in your community before.

In addition, I have significant experience dealing with existing corporate employers and negotiating leases and contracts to retain those jobs. You are at a *critical juncture in your relationship with Haeco Americas* and my significant experience in negotiating deals like this can be a real difference maker. I have negotiated similar deals with the Argotech Corporation, Lincoln Electric (A FORTUNE 500 COMPANY), and Venture Plastics Corporation just to name a few of the corporate tenants who have remained in my jurisdiction based on my work with them.

I reviewed your contract with Colin Baenziger and the only portion of the \$29,500 contract for which you are currently responsible is the \$4000 for Phase One (NEEDS AND ASSESSMENT PHASE). Phase Two is the recruitment phase under the Colin Baenziger contract and this job has not been posted on their website as of this writing of this letter. The posting for the job is described as "coming soon" on their website so action now could save you money. If you give me the opportunity to interview with you in the immediate term, I will reimburse Lake City for that \$4000 cost over the first 90 days of my employment there, if hired. And don't forget that you are responsible for travel and meals of interviewees under your Colin Baenziger agreement (3 candidates at \$1200 each equals \$3600).

I realize that this is a big "if", especially in light of serious questions that have been raised by Councilman Jefferson. I implore you to give me this opportunity to address those questions in person and more importantly

demonstrate how together we can blaze a trail for success for the future of the city of Lake City Florida.

You have nothing to lose and everything to gain. I specifically ask you to allow me to travel to Lake City in the immediate term at my own cost so that we can see if there is a good match. You can otherwise move forward with your continuing search contract if this interview does not bear fruit but at the moment, there's no downside to such an action and I'm asking you to entertain a motion for me to come in to interview and that you pass such a motion at your August 4, 2022 meeting.

Humbly and sincerely,

A handwritten signature in black ink, appearing to read "David M Lynch".

David M Lynch