



## 2021-2022 Florida Job Growth Grant Fund Public Infrastructure Grant Proposal

Proposal Instructions: Please read this document carefully and provide the information requested below. Some questions may request that a separate narrative be completed. If additional space is needed, attach a word document with your entire answer.

### Governmental Entity Information

Name of Governmental Entity: City of Eustis, Florida

Government Federal Employer Identification Number: [REDACTED]

Primary Contact Name: Al Latimer

Title: Economic Development Director

Mailing Address: 10 North Grove Street, P.O. Drawer 68, Eustis, Florida 32727-0068

Phone Number: (352) 483-5431

Email: latimera@eustis.org

Secondary Contact Name: Rick Gierok

Title: Public Works Director

Phone Number: (352) 483-5490 ext:3106

### Public Infrastructure Grant Eligibility

Pursuant to section 288.101, F.S., the Florida Job Growth Grant Fund was created to promote economic opportunity by improving public infrastructure and enhancing workforce training. Eligible entities that wish to access this grant fund must submit public infrastructure proposals that:

- Promote economic recovery in specific regions of the state, economic diversification or economic enhancement in a targeted industry. ([View Florida's Targeted Industries here.](#))
- Are not for the exclusive benefit of any single company, corporation or business entity.
- Are for infrastructure that is owned by the public and is for public use or predominately benefits the Public.

### 1. Program Requirements:

(If additional space is needed, attach a word document with your entire answer.)

Each proposal must include the following information describing how the project satisfies eligibility requirements listed on page 1.

A. Provide a detailed description of the public infrastructure improvements.  
see attached

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B. Provide location of public infrastructure, including physical address and county of project.  
see attached

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C. Is this infrastructure currently owned by the public?  Yes  No

If no, is there a current option to purchase or right of way provided to the County?

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D. Provide current property owner.  
City of Eustis

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E. Is this infrastructure for public use or does it predominately benefit the public?  Yes  No

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F. Will the public infrastructure improvements be for the exclusive benefit of any single company, corporation, or business entity?  Yes  No

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**G.** Provide a detailed description of, and quantitative evidence demonstrating, how the proposed public infrastructure project will promote:

- Economic recovery in specific regions of the state;
- Economic diversification; or
- Economic enhancement of a Targeted Industry ([View Florida's Targeted Industries here.](#))
  - Describe how the project will promote specific job growth. Include the number of jobs that will be retained or created, and in which industry(ies) the new net jobs will be created using the North American Industry Classification System ([NAICS](#)) codes. Where applicable, you may list specific businesses that will retain or create jobs or make capital investment.
  - Provide a detailed explanation of how the public infrastructure improvements will connect to a broader economic development vision for the community and benefit additional current or future businesses.

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## **2. Additional Information:**

(If additional space is needed, attach a word document with your entire answer.)

**A.** Provide the proposed commencement date and number of days required to complete construction of the public infrastructure project.

The proposed commencement date would be 90 days from the notice of award. For example, if we are told on October 1, 2022 that our proposal has been approved and fund will be awarded, we will schedule a crew to begin work on January 15, 2023.

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**B.** What permits are necessary for the public infrastructure project?

The work will be performed by City staff and will be done in compliance with all code requirements but no permits will be necessary to complete this project.

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C. Detail whether required permits have been secured, and if not, detail the timeline for securing these permits. Additionally, if any required permits are local permits, will these permits be prioritized?

No permits required

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D. What is the future land use and zoning designation on the proposed site of the infrastructure improvements, and will the improvements conform to those uses?

see attached

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E. Will an amendment to the local comprehensive plan or a development order be required on the site of the proposed project or on adjacent property to accommodate the infrastructure and potential current or future job creation opportunities? If yes, please detail the timeline.

Yes  No

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F. Is the project ready to commence upon grant fund approval and contract execution? If no, please explain.

Yes  No

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G. Does this project have a local match amount?

Yes  No

If yes, please describe the entity providing the match and the amount.

City of Eustis

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H. Provide any additional information or attachments to be considered for this proposal. Maps and other supporting documents are encouraged.

see attached

### 3. Program Budget

(If additional space is needed, attach a word document with your entire answer.)

**Estimated Costs and Sources of Funding:** Include all applicable public infrastructure costs and other funding sources available to support the proposal.

1.) **Total Amount Requested**      \$ 300,000.00 \_\_\_\_\_  
 Florida Job Growth Grant Fund

**A. Other Public Infrastructure Project Funding Sources:**

City/County                      \$ 50,000.00 \_\_\_\_\_

Private Sources                 \$ 0.00 \_\_\_\_\_

Other (grants, etc.)             \$ 0.00 \_\_\_\_\_

Please Specify: \_\_\_\_\_

**Total Other Funding**         \$ 350,000.00 \_\_\_\_\_

**B. Public Infrastructure Project Costs:**

Construction                    \$ 350,000.00 \_\_\_\_\_

Reconstruction                 \$ \_\_\_\_\_

Design & Engineering         \$ \_\_\_\_\_

Land Acquisition                \$ \_\_\_\_\_

Land Improvement              \$ \_\_\_\_\_

Other                                \$ 0.00 \_\_\_\_\_

Please Specify: \_\_\_\_\_

**Total Project Costs**            \$ 350,000.00 \_\_\_\_\_

**Note:** The total amount requested must be calculated by subtracting the total other public infrastructure project funding sources in A. from the total public infrastructure project costs in B.

- C. Provide a detailed budget narrative, including the timing and steps necessary to obtain the funding and any other pertinent budget-related information.**

see attached

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#### **4. Approvals and Authority**

(If additional space is needed, attach a word document with your entire answer.)

- A. If the governmental entity is awarded grant funds based on this proposal, what approvals must be obtained before it can execute a grant agreement with the Florida Department of Economic Opportunity (e.g., approval of a board, commission or council)?**

City Manager approval

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**If board authorization is not required, who is authorized to sign?**

Tom Carrino, City Manager

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- B. If approval of a board, commission, council or other group is needed prior to execution of an agreement between the governmental entity and the Florida Department of Economic Opportunity:**

- i. Provide the schedule of upcoming meetings for the group for a period of at least six months.
- ii. State whether entity is willing and able to hold special meetings, and if so, upon how many days' notice.

N/A

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- C. Attach evidence that the undersigned has all necessary authority to execute this proposal on behalf of the governmental entity. This evidence may take a variety of forms, including but not limited to: a delegation of authority, citation to relevant laws or codes, policy documents, etc.**

see attached

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I, the undersigned, do hereby certify that I have express authority to sign this proposal on behalf of the above-described entity and to the best of my knowledge, that all data and information submitted in proposal is truthful and accurate and no material fact has been omitted.

Name of Governmental Entity: City of Eustis

Name and Title of Authorized Representative: Tom Carrino, City Manager

Representative Signature: *Tom Carrino*

Signature Date: 8/17/22

**City of Eustis, August 20, 2022**  
**2022-2023 Florida Job Growth Grant Fund**  
**Public Infrastructure Grant Proposal**  
**Supplemental Information Sheet**

**PROGRAM REQUIREMENTS SECTION:**

**A. Project Description: Relocation of McDonald & McCulloch's Alley Sewer Main.**

This project relocates 300 feet of 8" clay sewer main. The existing sewer main is located in a vacated alleyway. The main was not installed at the proper grade. It requires servicing several times a year in order to prevent sanitary sewer overflows. The new 8" PVC sewer will be redirected to a manhole 200 feet to the west. This will require open cutting of both City and State roads. Jack and bores or directional drilling may be used to minimize the impact to portions of the road. Other essential items required to complete the project include manholes, dewatering equipment, paving /restoration, and approved Florida Department of Transportation Maintenance of Traffic (MOT) devices including jersey barriers. The sewer main bisects the City owned Waterman property that is slated for mixed use development. Subsequent to a recent RFQ process the developer is scheduled to be selected in October or November 2022.

**B. Physical Location from Lake County Property Appraiser's Website**

1. Address: E MC DONALD AVE  
EUSTIS FL, 32726  
Alternative Key: 1242975  
Property Description: EUSTIS BLK 31 PB 1 PG 79 ORB 5540 PG 813
  
2. Address: N EUSTIS ST  
EUSTIS FL, 32726  
Alternative Key: 1097347  
Property Description: EUSTIS LOTS 1, 2, 3, 4, 13, 14, 15, 16 BLK 15 PB 1 PG 79 ORB 5381 PG 1525
  
3. Address: 201 N EUSTIS ST  
EUSTIS FL, 32726  
Alternative Key: 1087261  
Property Description: EUSTIS BLK 30 PB 1 PG 79 ORB 5540 PG 726

**G. How will Infrastructure project will meet Florida Job Growth Grant Fund Objectives?**

The City of Eustis is requesting \$300,000 for what truly is a shovel ready project that will promote economic growth in the fast growing City of Eustis. It will facilitate business diversification and directly lead to job creation and retention in the State's targeted Financial and Professional Services industry. Specifically, banking, insurance, architecture, accounting, consulting and engineering services (see NAICS codes below). Additionally, this shovel ready project will boost the city's tax, roll, provide office space for targeted businesses and needed downtown housing.

**NAICS Codes**

- Banking 522110
- Insurance 524210
- Architecture 541310
- Engineering Services 541330
- Accounting 541200
- Consulting Services 541610



As an example of what completion of this infrastructure project could accomplish, below is a proposed project that was considered and turned down by the Eustis City Commission in favor of pursuing a Request for Qualifications process that has yielded new bidders that will develop a mixed use project of a different design but with similar job creation numbers. The new developer will be selected the October/November 2022 timeframe.

Phase	Project	Cost	Job Creation
one	75 unit apt building with 14,000 sq ft of commercial space	\$14M	100 construction jobs 25 Target industry jobs 30 Retail jobs (local target industry)
Two	Parking Garage with first floor commercial space	\$11.1M	50 construction jobs 10 Target industry jobs 15 Retained jobs
Three	Five story mixed-use 180 unit apartment building with first floor commercial space	\$25.5M	130 construction jobs 20 Financial and Professional services 30 Retail jobs (local target industry)
Four	60 room hotel	\$15M	60 construction jobs 40 new jobs
	Total Cost of Development for similar type project	\$65.6M	

**ADDITIONAL INFORMATION**

2D. Future land use and zoning designation: The City of Eustis uses a form based code through future land use and design designations. The subject property has a permissive and flexible mixed-use future land use designation of “Central Business District.”

**PROGRAM BUDGET**

3C. Provide detailed program narrative: This project relocates 300 feet of 8” clay sewer main. The existing sewer main is located in a vacated alleyway. The main was not installed at the proper grade. It requires servicing several times a year in order to prevent sanitary sewer overflows. The new 8” PVC sewer will be redirected to a manhole 200 feet to the west. This will require open cutting of both City and State roads. Jack and bores or directional drilling may be used to minimize the impact to portions of the road. Other essential items required to complete the project include manholes, dewatering equipment, paving /restoration, and approved Florida Department of Transportation Maintenance of Traffic (MOT) devices including jersey barriers.

**Approvals and Authority**

6C. Evidence of signatory authority. Eustis, FL Code of Ordinances 1/1

Section 5. - Powers and duties of the city manager.

The city manager shall:

(a) Appoint, and when he deems it necessary for the good of the city, suspend or remove all city employees and appointive administrative officers, except as otherwise provided by law, this Charter or personnel rules adopted pursuant to this Charter. The appointment, suspension, or removal of the finance director or city clerk shall require the prior approval by a majority of all the commissioners.

(b) Create, organize, and abolish such administrative divisions, within which departments are assigned, as he deems necessary; and direct and supervise the administration of all departments, offices and agencies of the city, except as otherwise provided by this Charter or by law.

(c) Attend all city commission meetings and shall have the right to take part in discussion, but shall have no vote. In the event of the temporary absence of the city manager, the city manager's designee shall attend such meeting.

(d) See that all laws, provisions of this Charter and acts of the city commission, subject to enforcement by him or by officers subject to his direction and supervision, are faithfully executed.

(e) Prepare and submit the annual budget, budget message, and capital program to the city commission.

(f) Submit to the city commission and make available to the public a complete report on the finances and administrative activities of the city as of the end of each fiscal year.

(g) Make such other reports as any two or more members of the city commission may require concerning the operations of city departments, offices and agencies, subject to his direction and supervision.

(h) Keep the city commission advised as to the financial condition and future needs of the city and make recommendations to the city commission concerning the affairs of the city.

(i) Sign contracts on behalf of the city pursuant to authority of the city commission.

(j) Perform such other duties as are specified in this Charter, the laws of the State of Florida, or required by the city commission.

#### **ADDITIONAL CONSIDERATION FACTOR**

City Growth: The city of Eustis is growing at a rate of 1.96% annually, which is faster than the state's annual growth of 1.68%. Residential development is very high, and there is strong interest the community by major developers. The City would like to capitalize and optimize as much of this growth activity as possible. However, our resources are constrained due to the many challenges of growth that we are addressing across the City.

Again, by awarding the City of Eustis the \$300,000 it is requesting, a water main project will be completed that will result in, establishment of new business, job creation and residential development in the downtown district.

## Eustis gets bids from two Lake County developers for downtown Waterman site



The Waterman redevelopment site is just a block from the city's lakefront. (City of Eustis)

A pair of local developers with extensive ties to Lake County are bidding for the right to purchase the former Florida Hospital Waterman site in downtown Eustis.

City Manager Tom Carrino will head a committee to review the responses to the city's Request For Qualifications to determine which developer to choose for the project. The committee meetings will be held publicly.

[G3 Development](#) partnered with C2 Construction to form the G3 C2 LLC for this project. Gerry Guenther, with G3 and Derrick Wallace with C2 are the managing members of the LLC.

[Cagan Management Group, Inc.](#) out of Clermont, also responded to the solicitation for the project, which encompasses 4.8 acres, or three city blocks identified by the city in 2008 as a "Catalyst Site" within a qualified opportunity zone.

The Community Redevelopment Agency purchased the property in September 2020. It previously received a proposal for development from Orlando developers Adam Wonus and Nancy Rossman, but

after considerable review of the plan, which included apartments, a food hall, commercial space and a hotel, the City Commission [opted to seek other proposals](#).

Eustis Mayor Michael Holland points to a sign on July 19, 2016, marketing the site of the former Florida Hospital Waterman in downtown Eustis. With him are City Manager Ron Neibert, left, and city economic-development director Tom Carrino. (Jerry Fallstrom / Orlando Sentinel)

That was the latest setback for what would have been a [\\$65.7 million revitalization project](#) on the property, which the city deemed a blighted area that is ripe for redevelopment to help the city stimulate other development in the area, create jobs and increase property taxes.

Neither G3 C2 LLC nor Cagan Management submitted full-blown site plan proposals with their RFQ, opting to wait to see which developer is chosen, then work with the city and its residents on what would be best suited for the site.

Carrino said the committee has not yet finalized a meeting date to review the RFQs. The committee will include Economic Development Director Al Latimer, Public Works Director Rick Gierok, Development Services Director Mike Lane and Finance Director Mike Shephard. A member of the city commission may also sit on the committee. "We'll find out if there will be a commissioner on the committee, then coordinate calendars," Carrino said. "The initial meeting may be the only meeting we need," but a decision is expected within a few weeks.

"The RFQ was to show who is the most qualified team," said Austin Guenther, project manager for G3 Development and a member of the Mount Dora City Council. "We needed to show the ability to get financing and pull off the project and we do have the relationship with lenders to do that." He said G3 opted to partner with C2 since both companies have a good amount of private development experience and similar ideas on what is right for the downtown central business district.

G3 has several active projects now in downtown Mount Dora, including the 2-story Gaslight Building. (Powell Studio)

“We thought we could put together a great team to assist the city leadership and include the citizens,” Guenther said.

Already, G3 has a large parcel across from the former Waterman Hospital site that it transformed into a high-end medical park. “Over the past 21 or so years, it has added about \$100 million of development to that complex,” Guenther said. Encompass Health is putting in a 51,000-square-foot post-acute rehabilitation hospital, which he said will be another significant contributor to the city’s property tax base.

“The attraction of this project is that it is very rare to find three or more acres of developable land in a downtown area,” Guenther said. “Being able to go into the City Commission and see the receptiveness toward bringing in private help for their vision got us the most interested. Usually, you find a piece of property based on land-use maps and what you think would go best there. With this, we get to work directly with the city in revitalizing the entirety of its downtown. We think we have put together a really good team that has a lot of experience and it’s a unique opportunity to work with a very open-minded government and commission.”

Jeffrey and Sandra Cagan are pictured on Monday, December 22, 2014, in Cagan Crossings in Clermont. (Tom Benitez, Orlando Sentinel)

Jeffrey Cagan, with Cagan Management Group, said his company also has built in the area, as well as in downtown Tavares and Mount Dora. Cagan Management constructed [Atwater Apartments behind Waterman Hospital](#) and is working on a few other projects in the surrounding cities. “We have [Cagan Crossings](#) in south Lake County with multi-use buildings and apartments,” he said. It has a town center with apartments above.

“I looked at this site for the past many years as the city has tried to do something with it,” Cagan said. “It has interesting potential, so we decided to file the RFQ. My goal would be retail and commercial with apartments above, something we do pretty well already. I am not sure how deep the retail market is.”

*Have a tip about Central Florida development? Contact me at [Newsroom@GrowthSpotter.com](mailto:Newsroom@GrowthSpotter.com) or (407) 420-6261. Follow GrowthSpotter on [Facebook](#), [Twitter](#) and [LinkedIn](#).*