

# LAKELAND CRA

COMMUNITY REDEVELOPMENT AGENCY

## AGENDA

### Community Redevelopment Area Advisory Board

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Thursday, April 7, 2022 | 3:00 PM – 5:00 PM

City Commission Conference Room, City Hall

#### **A. Financial Update & Project Tracker\***

#### **B. Housekeeping**

- i. New Staff Introduction

#### **C. Action Items**

- i. Old Business
  - i. Meeting Minutes March 3, 2022 (Pg. 5-8)
- ii. New Business
  - i. Oak Street Development Agreement (Pg. 9-48)
  - ii. 2021 Independent Financial Audit (Pg. 49-53)

#### **D. Discussion Items**

- i. LAMTD Interlocal Agreement
- ii. 2021 Annual Report Presentation April 18, 2022 @ 9am

#### **E. Adjourn**

\* For Information

NEXT REGULAR MEETING:

**Thursday, May 5, 2022, 3:00 - 5:00 PM**

### Downtown Fund



- Available  
\$571,760
- Expenses  
\$280,778
- Encumbrances  
\$2,373,664

### Dixieland Fund



- Available  
\$132,418
- Expenses  
\$223,517
- Encumbrances  
\$919,083

### Midtown Fund



- Available  
\$897,607
- Expenses  
\$1,154,591
- Encumbrances  
\$6,690,318

# LAKELAND CRA

## COMMUNITY REDEVELOPMENT AGENCY

### PROJECT PROGRESSION REPORT



STATUS KEY	
RISKS / ROADBLOCKS	
POTENTIAL RISKS	
ON TRACK	

Project	Status	Phase	Funding Allocated	Notes
Five Points Roundabout	ON TRACK	Construction	\$500,000	Funding Increased for FY22 with Construction Scheduled to Commence Fall 2022
Robson Neighborhood Septic to Sewer Study	ON TRACK	Planning	\$50,000	Underway
Mirrorfen	ON TRACK	Complete	\$970,000	Complete; Substation Screenwall RFP; Award of Contract Pending
N. Massachusetts Ave Development Agreement	ON TRACK	Agreement Pending	TBD	Developer Due Diligence; Contamination Monitoring Established
Providence Rd	ON TRACK	Project Planning	\$1,000,000	Project Estimated at \$7.1 million dollars; Programmed for FY 26-27
Central Avenue Pedestrian Improvements	ON TRACK	Pre-Construction	\$102,500	Design; MOU In Place
N. Scott Avenue Sidewalk Improvement	ON TRACK	Pre-Construction	\$191,000	FY2022; MOU In Place
Oak Street RFP	ON TRACK	Negotiation	TBD	Development Agreement Negotiations Underway
Emma Street Sidewalk Improvement	ON TRACK	Preliminary	\$140,000	FY2023; MOU In Place

# LAKELAND CRA

## COMMUNITY REDEVELOPMENT AGENCY

### PROGRAM PROGRESSION REPORT



STATUS KEY	
RISKS / ROADBLOCKS	
POTENTIAL RISKS	
ON TRACK	

Grants/Programs	Status	Active Awards	Notes
Alley Vacating	ON TRACK	1	Downtown to Facilitate 313 N. Mass Development
Affordable Housing Partnerships	ON TRACK	1	Twin Lakes Phase II
Design Assistance	ON TRACK	2	<b>Dixieland:</b> Unlimited DPI; - <b>Midtown:</b> Farmer's Insurance, Labor Finders;—
Down Payment Assistance	ON TRACK	2	Underway (Housing Administered)
Façade and Site	ON TRACK	13	<b>Dixieland:</b> 360 Unlimited; Biscuits & Benedicts; Dixieland Auto Parts; Dixieland Mall; Quick Print Express; Reececliff Family Diner; Sanoba Law Firm, Unlimited DPI <b>Midtown:</b> Artistic Nail & Beauty, John Paul Dentistry; Labor Finders; Nyammin Kitchen & Grill; Richard Fox Plumbing
Fix-It Up	ON TRACK	6	Heriberto Llamas; Jairus Rutherford; Kimberly Lanier; Maria Cruz; Mia Colston; Patricia Jordan; Steven Griffin; Tyrone Hunt;
Infill- New Construction	ON TRACK	4	Impeccable Construction (1 SF house & 3 townhoses)
Infill Adaptive Reuse	ON TRACK	12	<b>Dixieland:</b> Biscuits & Benedict, Sanoba Law Office; Unlimited DPI; Vanguard Room; <b>Downtown:</b> Bank of America; Edward-Macy Building <b>Midtown:</b> Artistic Nail & Beauty; John Paul Dentistry; Lakeland Town Center; Mary's Bagels; Nyammin Kitchen & Grill; Richard Fox Plumbing
Dixieland Art Infusion	ON TRACK	10	Agnes Building; Artman Law Office; Dixieland Auto Parts; Quick Print; Reececliff Family Diner; Reflections of Excellence; Sanoba Law Firm; Stationary Lofts; Swan Brewing; Unlimited DPI
Downtown Second Floor Renovations	ON TRACK	2	Gore Building; TR Hillsborough
EDGE	ON TRACK	2	<b>Downtown:</b> Studio C; TR Hillsborough
STEMM	ON TRACK	0	None

**Community Redevelopment Area Advisory Board  
Meeting Minutes  
Thursday March 3, 2022  
3:00 – 5:00 PM  
City Commission Conference Room, City Hall**

**Attendance**

Board Members: Brandon Eady (Chair), Brian Goding (Vice Chair), Chrissanne Long, Harry Bryant, Terry Coney, Frank Lansford and Kate Lake

Absent: Brian Waller, Commissioner Chad McLeod, Teresa O'Brien and Tyler Zimmerman

Staff: Alis Drumgo, Iyanna Jones, D'Ariel Reed and Carlos Turner

Guests: Assistant City Attorney Jerrod Simpson, Cindy Glover, Jennifer Batts, Joel Batts and Craig Morby

**Packets**

- Meeting Minutes dated February 3, 2022
- Financial Update
- Project Progression Report
- Memo – Yard on Mass Renovations
- Memo – Vets Surplus Acquisition

**Housekeeping**

**Action Items – Old Business**

**Financial Update & Project Tracker**

Alis Drumgo presented the budget tracker. He stated the funds for Dixieland are encumbered for other projects which accounts for the current available balance. The project tracker has projects that should start in the Summer of 2022 along with some sidewalk projects.

**Housekeeping**

Alis Drumgo welcomed the City's new Community Engagement Coordinator, Cindy Glover and advised the CRA has a new staff member starting in the next few weeks. All staff and Board members introduced themselves to welcome new Board member Kate Lake.

**Meeting Minutes Dated February 3, 2022**

Frank Lansford moved to approve February 3<sup>rd</sup> minutes.  
Chrissanne Long seconded motion which passed unanimously.

## Action Items – New Business

### Yard on Mass Renovations

Iyanna Jones presented the Yard on Mass Renovations. She stated this project originally started in 2018 in collaboration with the CRA. The business officially opened in 2019 but was impacted by Covid shortly after the start. After being in operation for two years it was determined that there were challenges retaining customers and sales became stagnant. There were changes made to the seating area and operating hours to attract more customers however, these improvements did not improve sales. The project Red Fish team reviewed the area and noticed some areas of improvement. These areas of improvements are: artificial turf, additional cabanas, sun sails, new signage and an oak tree decking. They are requesting the CRA support for the renovations that are approximately \$151,000.

Terry Coney asked to explain the meaning of requesting support from the CRA.

Brandon Eady advised they are requesting additional funding. Alis Drumgo explained further stating typically the CRA renovates buildings at the expense of the agency in whole. The structure of this agreement is different than normal due to the tenants used their own funds to construct but the CRA retains ownership of the property. This creates a need for additional investing from the CRA.

Brian Goding questioned the lifespan of the suggested renovations.

Alis Drumgo explained that the cabanas, artificial turf and the deck are very durable. The only potential area that would need to be replaced after time are the shade structures

Frank Lansford asked if the CRA provided any funds at the beginning of the project.

Alis Drumgo confirmed a grant of approximately \$250,000 was approved and provided.

Terry Coney asked if there is a target clientele.

Jennifer Batts from Yard on Mass stated the target clientele are neighbors and the families of Lakeland.

Brian Goding questioned drainage issues if the artificial turf is installed.

Craig Morby stated due to where the artificial turf will be placed, they should not encounter drainage issues.

Kate Lake asked what is the issue with retaining customers.

Jennifer Batts stated there is not an issue with retaining customers, the issue is with attracting more customers.

Frank Lansford questioned if previous projects have asked for additional funding.

Alis Drumgo advised yes, other projects have asked for additional funding but were denied. He further explained the structure of the agreement with Project Redfish in which the tenant paid for the construction of the building it occupies. Alis stated since the CRA retains ownership of this property, the request for additional investment is slightly different than the typical grant which prohibits additional investment within five years of receipt of grant monies.

Jerrod Simpson asked what is the structure of the payment.

Alis Drumgo explained staff is not guiding procurement process. This is just budget to execute the renovations. This is strictly CRA reinvesting into the property itself.

Frank Lansford motioned to amend to not exceed \$151,318.70.

Terry Coney moved to approve.  
Chrissanne Long seconded motion with amend which passed unanimously.

### **Vets Surplus Acquisition**

Iyanna Jones presented the 901 N. Tennessee and 210 Plum St. acquisition. The CRA has historically developed various projects in the Parker Street area. Acquiring the two properties will be a vital asset to the CRA portfolio by directly supporting the Mass Market Area Plan. This plan was a collaboration with Straughn Trout Architects, and the plan highlights mixed use properties in the area. The properties of interest are approximately one quarter of an acre of vacant land. The current purchase price for both properties is \$25,000, and the buyer will pay closing cost with an expected closing date on or by April 18<sup>th</sup>. Staff is asking the Board approval for the acquisition.

Chrissanne Long asked what is located next to the property.  
Iyanna Jones pointed to 830 N. Kentucky's parking lot and adjacent are The Collective, Haus820 and Artifact.

Frank Lansford moved to approve.  
Brian Goding seconded motion which passed unanimously.

## **Discussion Items**

### **West Downtown Plan**

Alis Drumgo presented the West Downtown Plan. The idea was borne during strategic planning session in 2021 with the Commission requesting a study of the North Lake Wire and Lake Beulah areas. Staff is working with GAI, an Orlando based firm, that successfully put together plans for East Tampa and Orange Blossom Trail. The goals that come from the studies are trackable, posted on the website for the public to view and allows the CRA to guide spending via a living action plan. The project has a nine (9) month timeline due to the large study area. The funds will come from three sources Downtown CRA, Midtown CRA and the Community Development Consultant Fund.

Kate Lake asked if this will go before the Commission.  
Alis Drumgo advised this was already presented to the Commission and approved. The budget for the study is \$150,000.

Chrissanne Long asked what will the community input plan look like.  
Alis Drumgo advised this will be round table discussions and neighborhood walks.

Chrissanne Long asked if these discussions will be documented.  
Alis Drumgo advised yes. The discussions will be documented via video or audio recording. The hired consultants also take notes and share the take-aways as a component of the study's summary.

### **Lakeland Area Mass Transit District Interlocal Agreement**

Alis Drumgo stated the CRA has an interlocal agreement with the Lakeland Area Mass Transit District/Citrus Connection. These types of interlocal agreements allow the CRA to partner with entities that have their own operating protocol. In this case, the agreement allows the CRA to send back a portion of the tax increment to Citrus Connection for enhanced transit services specific to the needs within the CRA. The services in this case result in a higher frequency on headways due to the funding the CRA provides. The current agreement will expire in May 2022. This fiscal year, Citrus Connection paid \$320,000, the CRA

has sent back \$180,000 and the other dollars are programmed for other transit improvements and pedestrian enhancements. There is currently some sentiment that Citrus Connection should not have to pay into the increment which will be presented to the City Commission on March 7<sup>th</sup>, 2022.

Terry Coney asked what would be the loss if the agreement goes away.

Alis Drumgo advised the loss will be to the citizens. The funds spent by the CRA allows the buses to run every thirty (30) minutes allowing citizens to have more reliable and frequent transportation. He explained there has been no overt plan to reduce the frequency, but there are no guarantees going forward on services.

**Dixieland Realignment Plan**

Alis Drumgo stated the road realignment test period is coming to an end. The Commission will have to make a decision and formally vote on the path for the South Florida Ave corridor. The CRA is working with a consultant to look at the impacts on the neighborhood and provide cross sections of what the roadways could look like. This will be a four (4) month study. The payments for the study will come from the Dixieland and Downtown trust funds.

Terry Coney asked if the current configuration is how it will look.

Alis Drumgo advised the current configuration is not the vision, but is how the test needed to be conducted.

Brandon Eady suggested other board members visit the area during the weekend to view the issues firsthand.

**East Main District Master Plan**

Alis Drumgo advised this area is East of Downtown which is a target area for the Midtown CRA. The study for this area started about six (6) years ago with a goal to move the district forward. Currently, there are industrial properties, vacant properties, car lots and redevelopment opportunities in the area. The focus being on connectivity of the core CRA areas of activity for the heart of the city. This study will take approximately six (6) months and will cost approximately \$75,000.

**Adjourned at 4:29 PM**

**Next Meeting, Thursday, April 7, 2022 3:00 PM.**

\_\_\_\_\_  
Brandon Eady, Chairman

\_\_\_\_\_  
Date





228 S MASSACHUSETTS AVE  
LAKELAND, FLORIDA 33801  
863.834.6011

# Memo

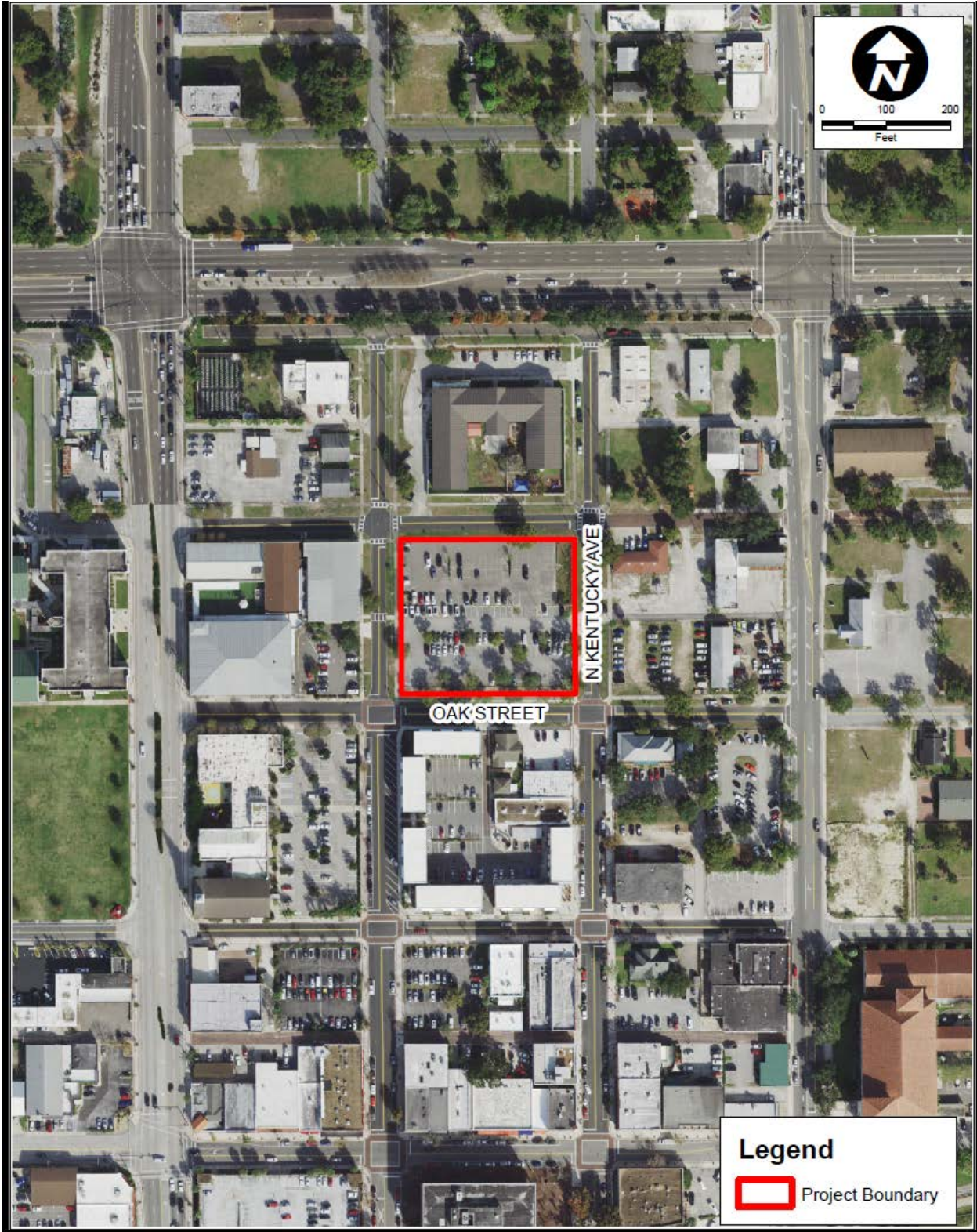
To: CRA Advisory Board  
From: Alis Drumgo, Assistant Director of Economic Development  
Date: April 7, 2022  
Re: Oak Street Development Agreement General Terms

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## I. Background:

The Community Redevelopment Agency (CRA) owns 0 N. Kentucky Ave, the Oak Street Parking Lot, comprising 1.49 acres. The lot encompasses a full city block and is situated in an ideal location about a block off both the Massachusetts Avenue corridor to the east and the Florida Avenue corridor to the west. In 2015, the CRA explored issuing request for qualifications (RFQs) for the development site but opted to expand the parking lot instead.

In December 2018, the CRA was approached by a private developer with interest in developing the site as “dense urban multi-family residential project with potential of incorporating some mixed-use elements”. The area, considered part of the north downtown sub-district, was identified within the downtown redevelopment plan update as an ideal area for lofts, midrise and mixed-use live/work opportunity. Request for Qualifications #9112 was issued in March of 2019 with a Selection Committee deeming Catalyst Asset Management (Catalyst) the most qualified respondent. After a year of negotiations, Catalyst withdrew its proposal in September of 2020 citing COVID impacts and investor trepidation.



In response to another letter of interest, Staff issued Request for Proposal #1258 in July of 2021 with a closing date of September 15, 2021. Two proposals were received, and a Selection Committee convened

on September 30, 2021 to evaluate the submittals unanimously recommending first negotiation with Onicx Group. In the initial submittal, the developer proposed:

- ◆ A 6-story precast concrete parking garage with a 5-story wood-frame residential
  - multifamily development on the perimeter
- ◆ 3,000 sq. ft. of retail space at street level consisting of a sidewalk café on the corner of Oak Street and Kentucky Avenue
- ◆ 153 multifamily units, with 10% of those offered for affordable housing
- ◆ 400 total parking spaces in the garage, with 150 spaces being offered for lease to the City for public parking
- ◆ A purchase price for the property of \$1,080,000
- ◆ A tax increment financing (TIF) agreement providing for 90% abatement of taxes for years 1-5 and 70% for years 6-10
- ◆ Full impact fee credits for all City and County impact fees, including water and sewer
- ◆ The City will enter into a 25-year lease for 150 parking spaces at a rate of \$75 per month, per space, with 5% escalation every 5 years

At its October 18, 2021 meeting, City Commission accepted the Selection Committee recommendation to negotiate a development agreement with Onicx Group with a request for Staff to return with terms of an agreement within six months. Commission further noted the desire for:

- More Density
- Clarity on the Affordability

## II: Terms

While some language of the development agreement needs to be finalized, several rounds of negotiations between the Onicx Group and City Staff have resulted in the following terms:

- ◆ A 7-story building
- ◆ 2,000 sq. ft. of retail space at street level consisting of a sidewalk café on the corner of Oak Street and Kentucky Avenue
- ◆ 200+ multifamily units, with 15 of those units offered at 80% Polk County's area median income (AMI)
- ◆ 424 total parking spaces in the garage, with 134 spaces being offered for lease to the City for public parking. The balance of the 150 spaces to be offered as on-street parking
- ◆ A purchase price for the property of \$1,836,000
- ◆ A tax increment financing (TIF) agreement providing for 80% abatement of taxes for years 1-5 and 60% for years 6-10
- ◆ Impact fee at permit credits not to exceed \$736,000; 1.1-million-dollar parking incentive
- ◆ The City will enter into a 25-year lease for 134 parking spaces at a rate of \$70 per month, per space, with 5% escalation every 5 years

Staff is seeking recommendation of the terms of the development agreement to move forward to City Commission at its next regularly scheduled meeting.

Attachments:

Onicx Group's Submittal Response to RFP #1258  
Table of Development Agreement Terms



# 200 OAK STREET

RFP #1258

Redevelopment of the Oak Street  
Parking Lot

Onicx Group  
5600 Mariner Street, Ste. 140  
Tampa, FL 33609

Arjun Choudhary, Vice President  
813.964.0967 | [arjunchoudhary@onicx.com](mailto:arjunchoudhary@onicx.com)

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01

STRATEGIC PARTNERS

STRATEGIC  
PARTNERS

**Onicx**  
group



THE  
**LUNZ**  
GROUP  
Architecture | Interior Design



## EXECUTIVE SUMMARY



Onicx Development and their strategic partners, are pleased to present the following proposal for development services to further

### ENHANCE DOWNTOWN LAKELAND.

The Development team proposes to work in partnership with the City of Lakeland to create a mixed-use project that will create affordable housing, solve parking issues and create new retail opportunities for the community.

The 200 Oak Street concept represents a high-quality public environment with accessible and connected spaces where people can live, work and shop.

A close-up photograph of a person's hand pointing at architectural blueprints on a table. A laptop is visible in the background, and a pen is held in the foreground. The scene is lit with warm, golden light, suggesting an indoor office or meeting environment.

# 02

## TEAMS OVERVIEW



## ABOUT ONICX GROUP

Onicx Group is a Tampa-based private real estate firm with core competencies in development, construction, property acquisitions, property management, investments and capital markets. Our primary focus is multifamily, mixed-use and healthcare real estate.

As an integrated company, we use our knowledge to build long-term strategic partnerships that focus on our understanding of the complex challenges our clients face. Then, creating comprehensive solutions that deliver results.

Onicx Group has completed over \$500MM of commercial real estate in the last 5 years and has 900+ multifamily units in mixed-use projects currently under development.

**Inc.  
5000**

#201





# ONICX GROUP



## **DHVANIT PATEL**

Dhvanit is the President/CEO of Onicx Group. With over 20 years of experience in real estate development and construction, Dhvanit is responsible for the vision and growth of Onicx. He directs the company's strategies, identifies new business opportunities and assists the executive team with structuring of financial solutions tailored to each individual project. Dhvanit oversees real estate development, property acquisitions, investments, capital markets and finance.

## **ALI WALD**

Ali Wald, a Florida native, is the COO/CFO of Onicx Group. She has 16 years of experience in the development and construction industries. Ali leads daily operations of the company including, team direction, long term vision, accounting and financial activity, legal and risk management and marketing.



## **ARJUN CHOUDHARY**

Arjun is the Vice President of Onicx Group. Arjun negotiates debt and equity for new development opportunities as well as debt placements on stabilized projects. He also manages key relationships among major lenders and investors, securing capital for Onicx's deals. Arjun is responsible for overall strategy and drives Onicx's future pipeline of activity, including development projects, acquisitions and asset management.





# ONICX GROUP



## SCOTT HUTCHISON

Scott Hutchison is the Vice President of Construction at Onicx. He has over 25 years of construction management experience in multifamily, healthcare, high-end retail, and restaurant build outs in key markets throughout the United States. Scott leads business development and daily operations of the construction team.

## SCOTT CLAIBORNE

As Director of Development, Scott manages current and future development projects, oversees public processes and approvals, design, budgeting and construction. He has built a strong network of partners to identify and create revenue opportunities in new asset classes with a focus on multifamily and industrial.



## GABE LAMONTAGNE

Working alongside the Vice President of Onicx Group as the real estate analyst, Gabe is responsible for the investment analysis and market research for both prospective and ongoing projects. With a position that plays a significant role in the due diligence process, Gabe is an integral part of the day-to-day operations of our team.



# THE LUNZ GROUP

Architecture | Interior Design

## ABOUT THE LUNZ GROUP

The Lunz Group is a client-oriented, Florida based, award-winning architectural firm. For more than 30 years, the Lunz Group has provided professional services including architectural design, interior design, master planning, programming and visualization.

The Lunz Group is in sync with the evolving demands of a modern, multi-family living environment where the main focus is creating a positive living experience, fulfilling one of the fundamental needs of humans. Our firm has extensive experience with multi-family and multi-use projects. To help bring these dynamic concepts to life, we utilize our in-house Animation Studio, composed of designers, animators and visualization engineers, who work to create concepts that tell the visual story of our clients.

We have experience with all types of multi-family design including apartment complexes, senior living facilities, assisted living, college residence halls, affordable housing and more. Our projects range in scale from small improvements to brand new living environments. Our creative design solutions are intended to always uphold our mission of cultivating communities we are a part of.



# THE LUNZ GROUP



## STEVEN BOYINGTON

Steven Boyington's 40 years of experience make him battle tested in the arena of tackling tough problems. Steve's forte is taking on clients with tight budgets and conceptual barriers and providing them with the vision, clarity and confidence to invest time and money in a project. Steve has a vested interest in seeing our communities thrive.

## MICHAEL PORTER

Michael Porter is a native of Florida, hailing from Miami. He joined The Lunz Group in 2018 and has gained experience working across the state on a variety of projects. His role includes taking projects from the conceptual phase to construction documentation and administration for a detailed, accurate & efficient project. In his free time, Michael volunteers around the world designing and master planning for faith-based hospitals, orphanages and relief centers.



## MATT LUKENS

As Director of our Animation Studio, Matt develops visual strategies for clients, helping them ascertain the scope, scale and context of their project. Matt combines his expertise as a data analyst with his instinct for design to produce vibrant visualizations that are both beautiful and responsive to their realistic context. His background in both fine art and architecture gives clients freedom to explore their project's boundaries while pinpointing the value of their investment.





## ABOUT LIVE OAK CONTRACTING

# “Building Long-term Partnerships Based on Integrity”

Live Oak Contracting is a multifamily general contractor based in downtown Jacksonville, FL. Since founding Live Oak Contracting in 2014, Live Oak’s portfolio includes projects up and down the East Coast from Florida to Maine.

Live Oak Contracting’s mission statement is a true reflection of the goals for not only the company, but for the employees as well; building long-term relationships based on integrity. Live Oak Contracting’s team has successfully managed projects in an array of industries, including Market Rate, Mixed Use, Tax Credit, HUD Multifamily, Industrial, and Commercial.

Live Oak Contracting has grown exponentially over recent years. In 2015, the company reported \$7.5 million in revenue, growing to \$96 million in revenue by 2018 and to \$189 million in 2020. Live Oak Contracting was recognized as one of Jacksonville’s top 50 fastest growing companies by the Jacksonville Business Journal in 2017, 2019, 2020 and 2021.





# LIVE OAK CONTRACTING



## PAUL BERTOZZI

Paul Bertozzi founded Live Oak Contracting with the goal of bringing a culture of collaboration to the multifamily construction industry. He received a BA in Economics from Auburn University and following graduation, he leveraged his education and experience to begin working in the construction industry. Today, Paul is a Licensed General Contractor in nine states.

## WALKER PALMER

Having worked in the industry for over 20 years, Walker has extensive experience in multifamily and commercial construction across the East Coast. He has completed projects in sectors including multifamily, student housing, health care, aviation, and military facilities totaling over \$200 million.



## KEVIN POWELL

At Live Oak Contracting, Kevin leads the management of all preconstruction phases to achieve established cost objectives. These phases consist of conceptual budgeting, constructability review, bid solicitation, estimating, and scheduling. By diligently working through these processes, Kevin and his team are able to ensure a successful transition between the preconstruction and operation teams. He is also involved with new project procurement and business development.



**03**

**RELEVANT EXPERIENCE**



# One East College

One East College Street, Murfreesboro,  
TN 37130

Contact:  
Arjun Choudhary  
Vice President, Onicx  
813.712.170 Ext.124  
[arjunchoudhary@Onicx.com](mailto:arjunchoudhary@Onicx.com)

Urban Mixed-Use  
8- Story Structured Parking  
203 Apartments  
28 Condos  
40,708 SF of Retail/ Office  
Working with City & CRA

Duration of Project (HUD Financed)  
Total Months: 31  
Start Date: June 2021  
End Date: January 2024

Value of Project  
\$75MM



# East Park Village Apartments

10585 Moss Rose Way, Orlando, FL 32832

Contact Person

Arjun Choudhary

Vice President, Onicx

813.712.170 Ext.124

[arjunchoudhary@Onicx.com](mailto:arjunchoudhary@Onicx.com)

Market Rate Suburban Garden Style  
Apartments

246 Market Rate Apartments

3 Buildings Total

Duration of Project

Total Months: 24 Months

Start Date: October 2021

End Date: October 2023

Value of Project

\$65MM



**Marriott  
Residence Inn  
Downtown  
Winter Haven**

314 W. Central Ave, Winter Haven, FL 33880

Contact Person  
Arjun Choudhary  
Vice President, Onicx  
813.712.170 Ext.124  
[arjunchoudhary@Onicx.com](mailto:arjunchoudhary@Onicx.com)

Hospitality/ Mixed-Use  
130 Key Marriott Residence Inn  
10,000 SF of Retail/ Restaurant Space  
Working with City & CRA

Duration of Project  
Total Months: 26 Months  
Start Date: March 2022  
End Date: May 2024

Value of Project:  
\$34MM



# The Reef at Atlantic Beach

2753 Mayport Road Atlantic Beach,  
FL 32233

Contact Person  
Luke Ference  
Project Manager  
(321) 302-0755

Multifamily  
456 Residential Units  
(2) Five-story Modern Buildings  
Two -story Clubhouse

Duration of Project  
Total Months: 24 Months  
Start Date: March 2020  
End Date: June 2022

Value of Project:  
\$52.5MM



## Barlow & The Exchange



Contact Person  
John Murphy  
Project Manager  
(904) 445-7593

Multifamily

The Exchange  
1810 Bertha Street Jacksonville, FL 32207  
196 Residential units  
Four Story Buildings  
Four Level Parking Garage  
Value of Project \$28.8MM

The Barlow  
1900 Olevia Street Jacksonville, FL 32207  
290 Market Rate Residential Units  
Four Story Buildings  
Four and a Half Story Parking Garage  
Value of Project \$40.4MM

Duration of Project  
Total Months: 23 Months  
Start Date: September 2019  
End Date: July 2021

31



# 76<sup>th</sup> on Third Street

250 3rd St NW Winter Haven, FL 3388

Contact Person  
Joseph Bogdahn, Chairman  
863. 299.1195  
jbogdahn@sixtenllc.com

Mixed-Use

76 Residential Units  
60,000 SF  
Five Story Building  
Retail and Office Space on First Floor  
Value of Project \$7MM

Anticipated Completion 2022





# Heritage Plaza South

S Kentucky Ave, Lakeland, FL 33801

Contact Person  
Wesley Beck, President, BeckKryger  
Capital Partners LLLP  
863.860.3183  
wesley@wesleybeck.com

Office/Parking Garage

Class A Office Building  
60,000 SF  
Five Level Parking Garage  
850 Parking Spaces  
Value of Project \$10MM

Duration of Project  
Total Months: 36 Months  
Start Date: 2017  
End Date: 2021



## Summit Headquarters Office

117 N Massachusetts Ave, Lakeland, Florida 33801

Contact Person

Donna Destefano, Senior Special Projects Manager  
863.665.6060

[donna.destefano@summitholdings.com](mailto:donna.destefano@summitholdings.com)

Office

Class A Office Building

134,000 SF

500 Building Occupants

Value of Project \$30MM

Duration of Project

Total Months: While the project has had several starts and stops based on external factors, we are currently working towards advocating for the client moving forward with this project in the current economic landscape.

Start Date: 2014

End Date: 2022 Anticipated



04

PROPOSED DEVELOPMENT

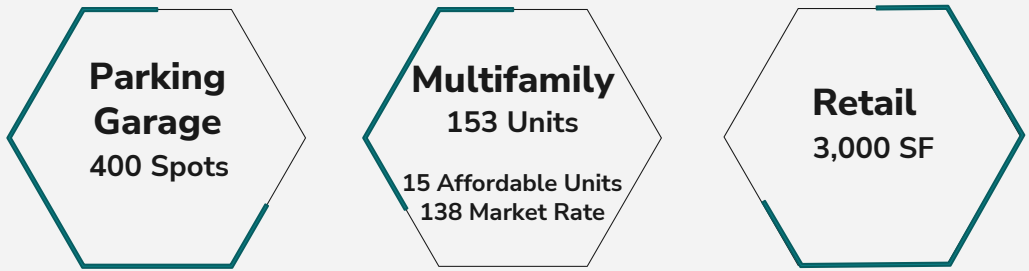


# DEVELOPMENT BREAKDOWN

As downtown Lakeland continues to grow, the need for parking has been magnified. Onicx Development along with its partners will solve the present and future need for parking.

We are acutely aware of Lakeland's urban fabric and will ensure the aesthetics of this project are compatible with the existing architectural aesthetic.

## Parking Garage / Multifamily / Retail



## Intended Approach

### Integration of Project

The Oak Street project location is ideal for integration and has the ability to expand the local farmers market and anchor the northern end of the market with 300 apartment units through Kentucky Avenue, creating more continuity to the existing downtown fabric.

### Neighborhood Aesthetics

Aesthetics to include local architecture blended with new contemporary architecture.

### Sustainable Building Principals

At The Lunz Group, we believe that sustainable design goes beyond considerations for the environment. It also must address the places, people and experiences that together form the foundation for the facility to be embraced and cherished by the community. The combination of design, construction and community analysis highlights opportunities unique to each project, including careful consideration of the site selection, user experience, community engagement, operational efficiencies, life cycle costs and legacy impacts.

While we have completed and designed more than 12 LEED-Designed and/or Certified projects, including the new Toronto Blue Jays Player Development Complex in Dunedin, FL, our innovative efforts in the integration of sustainable design are about more than certification. For our team, it's about making responsible economic and environmental decisions throughout design and building operations planning; marrying the notion of function and beauty; and focusing on the future of public spaces.

### Construction Methods

For this specific project, our team recommends a six-story precast concrete garage with 5 story wood frame residential.

# Site Program Analysis

## Uses and Compatibility with Area

There is opportunity to mix Multifamily and Retail, along with Parking that is compatible for the surrounding site

## Goods and Services to the Community

Provide covered and uncovered parking spaces, and 3,000 SF café and sidewalk café

## Building Footprint

153,000 Gross Square Feet

153 Apartment Units (10% Affordable)

1,000 SF Event Pavilion

3,000 SF of Retail

400 car structured parking garage, 6 stories in height.

40+ street parking spots

## Plazas, Pathways, and Other Formal Outdoor Spaces

Sidewalk Café Plaza (3,000 SF) along SE corner of Oak St and North Kentucky.

## Other Significant Site Improvements

Available to expand main downtown Kentucky avenue with additional shops, restaurants, and businesses.

Opportunities for linear park/green space and efficient parking.

## Site Access / Ingress/ Egress

Auto ingress / egress is on North side From East Peachtree

Pedestrian access is from all corners. Main entrance to apartments is SW corner at intersection of Oak and N. Tennessee

Main public amenity at café is at SE corner at intersection of Kentucky and Oak

# Concept Site Plan





# 05

## FINANCIAL FEASIBILITY



# Financial Feasibility

## Preliminary Estimates of Project Costs

Hard Costs: \$30,880,685

Soft Costs: \$7,193,595

Developer Fee: \$1,791,153 (5%)

## Tax Revenues

\$481,456 / year

## Job Creation

15 Direct & 45 Indirect jobs created

## Resident Income Ranges

80-120% AMI

## Requested City and or CRA Financial Assistance and Incentives

### TIFF

90% abatement on all city and county taxes for years 1-5

70% for years 6-10

### Impact Fee Credits

100% Impact fee credit on all city & county impact fee's including water & sewer

City to lease 150 parking spaces back from developer

City to sign a 25-year lease on the 150 parking spaces being developed in addition to the proposed demand.

\$75/ Month/ Space

Escalations: 5% every 5 Years

## Preliminary Project Timeline

Due Diligence: 4 Months

Planning/ Design/ Permitting: 6 Months

Construction: 18 Months

## Proposed Purchase Price of Land

\$1,080,000

# Financial Feasibility

## Market Insights

Project market rents were guided by the current market supply (competitive set) in the downtown Lakeland market.

## Competitive set includes

### Mirrorton

- o 600 East Bay St. Lakeland, FL 33801
- o 305 Units
- o Average Rent/ Month: \$1,792

### NoBay Village

- o 270 East Bay St. Lakeland, FL 33801
- o 55 Units
- o Average Rent/ Month: \$1,555

### The Gardens

- o 325 South Lake Avenue, Lakeland, FL 33801
- o 90 Units
- o Average Rent/ Month: \$1,175 (All one bedrooms)

Given 200 Oak Streets superior location and design type compared to the current market supply, we chose to set rents slightly above the competitive set.

Affordable rents were guided by and taken at 80% of the AMI, which is \$47,511 (2019).

## Proximity to Employment Drivers

- o Bank of America: 0.6 Miles
- o RP Funding Center: 0.8 Miles
- o Downtown Core: 0.5 Miles
- o Catapult Lakeland: 0.4 Miles

# Financial Feasibility

## Market Rate Unit Mix

Unit Type	Floorplan	# Units	Avg Unit SqFt	Rent/SqFt	Monthly Rent
Studio	A-1	18	520	2.30	\$1,196
1BR	B-1	68	600	2.25	\$1,350
2BR	C-1	44	920	2.10	\$1,932
2BR	D-1	8	1,000	2.10	\$2,100
Total/Avg		138	715	2.22	\$1,584

## Affordable Unit Mix

Unit Type	Floorplan	# Units	Avg Unit SqFt	Rent/SqFt	Monthly Rent
Studio	A-1	2	520	1.55	\$806
1BR	B-1	7	600	1.45	\$870
2BR	C-1	5	920	1.30	\$1,196
2BR	D-1	1	1,000	1.25	\$1,250
Total/Avg		43 15	723	1.40	\$1,012

Project Timeline

Item	Duration	Start Date	End Date
Pre-Development Work			
Development Agreement	1 Month	3/1/2022	3/31/2022
Program / Design & Engineering	3 Months	4/1/2022	6/30/2022
Permitting	3 Months	7/1/2022	9/30/2022
Development Work			
Site Work	3 Months	10/1/2022	12/31/2022
Construction	15 Months	1/1/2023	3/31/2024
<b>Total Months</b>	<b>25 Months</b>	<b>3/1/2022</b>	<b>3/31/2024</b>

# THANK YOU

Connect with us for any questions

arjunchoudhary@onicx.com  
813.964.0967  
ww.onicx.com

September 15, 2021

Lakeland Community Redevelopment Agency  
228 South Massachusetts Avenue  
Lakeland, FL 33801

RE: RESPONSE TO REQUEST FOR PROPOSAL: RFP #1258  
REDEVELOPMENT OF THE OAK STREET PARKING LOT

On behalf of Onicx Group, I am pleased to present this response to RFP # 1258 for the redevelopment of the Oak Street Parking Lot, located on Kentucky Ave. in the City of Lakeland.

Onicx Group is a Tampa-based, private real estate firm with core competencies in development, construction, property acquisitions, property management, investments, and capital markets. Our primary focus is multifamily, mixed-use, and healthcare real estate projects.

Onicx Group believes in the future growth of Lakeland and is committed to making significant investments in Lakeland. Oak Street is one of several projects we are working on in the community. Our goal is to help secure the economic future of Lakeland's downtown district by adding residential units, retail, and parking. The live, work, play concept ensures revenue generation for the city and businesses in the urban core.

In partnership with the Lakeland CRA, Onicx Group and its' strategic partners propose to redevelop the Oak Street parking Lot as a 5-story mixed-use class A property comprised of market-rate and affordable residential units. The new site would include 153 residential units and 3,000 SF of retail space. Our plan also includes a 400 space 6 story parking garage to address existing and future parking demand.

Your project points of contact will be:

Arjun Choudhary, Vice President: [arjunchoudhary@onicx.com](mailto:arjunchoudhary@onicx.com) | 813-964-0967 Ext. 124  
Scott Claiborne, Director of Development: [scottclaiborne@onicx.com](mailto:scottclaiborne@onicx.com) | 813-964-0967 Ext. 128

Please accept this letter, along with the accompanying document, as a response to RP #1258 for the redevelopment of the Oak Street Parking Lot by Onicx Group. We appreciate your time and consideration and look forward to discussing further details with you.

Sincerely,

Dhvanit A. Patel  
President/CEO

<b>Development Agreement Summary Table</b>			
<b>Item</b>	<b>Onicx Proposal</b>	<b>Initial Development Agreement</b>	<b>Current Proposed</b>
<b>Development</b>	<ul style="list-style-type: none"> <li>◆ 153 Residential Units</li> <li>◆ 3,000 SF Commercial</li> <li>◆ 7 Story Building</li> <li>◆ 153,000 Gross Square Feet</li> </ul>	<ul style="list-style-type: none"> <li>◆ 200 Units</li> <li>◆ 3,000 SF Commercial</li> <li>◆ 7 Story Building</li> <li>◆ 153,000 Gross Square Feet</li> </ul>	<ul style="list-style-type: none"> <li>◆ 200 Units</li> <li>◆ 2,000 SF Commercial</li> <li>◆ 7 Story Building</li> <li>◆ TBD</li> </ul>
<b>Parking</b>	<ul style="list-style-type: none"> <li>◆ 400 Car Parking Structure</li> <li>◆ 150 Spaces Leased Exclusively by the City @ \$75/Month/Space</li> <li>◆ 5% Escalation Every 5 Years</li> </ul>	<ul style="list-style-type: none"> <li>◆ 400 Car Parking Structure</li> <li>◆ 150 Spaces Leased Exclusively by City @ \$55/Month/Space</li> <li>◆ 5% Escalation Every 5 Years</li> </ul>	<ul style="list-style-type: none"> <li>◆ 424 Car Parking Structure</li> <li>◆ 134 Spaces Leased Exclusively by City @ \$70/Month/Space</li> <li>◆ 42 Parking Spaces on Street</li> <li>◆ 5% Escalation Every 5 Years</li> </ul>
<b>Affordability</b>	<ul style="list-style-type: none"> <li>◆ 10% of Units (15) @ 80% AMI</li> </ul>	<ul style="list-style-type: none"> <li>◆ 10% of Units @ 80% AMI</li> </ul>	<ul style="list-style-type: none"> <li>◆ 15 Units @ 80-AMI</li> </ul>
<b>Due Diligence</b>	<ul style="list-style-type: none"> <li>◆ 120 Days</li> </ul>	<ul style="list-style-type: none"> <li>◆ 90 Days</li> <li>◆ 1-(30) Day Extension</li> </ul>	<ul style="list-style-type: none"> <li>◆ 90 Days</li> <li>◆ 3-(30) Day Extensions</li> </ul>
<b>Closing Conditions</b>	<ul style="list-style-type: none"> <li>◆ N/A</li> </ul>	<ul style="list-style-type: none"> <li>◆ Proof of Funding Commitment</li> <li>◆ Building Permits</li> <li>◆ Site Plan Approval</li> <li>◆ Executed Construction Contract</li> <li>◆ Within 30 Days of all Conditions Met</li> </ul>	<ul style="list-style-type: none"> <li>◆ Proof of Funding Commitment</li> <li>◆ Building Permits</li> <li>◆ Site Plan Approval</li> <li>◆ Executed Construction Contract</li> <li>◆ Within 30 Days of all Conditions Met</li> <li>◆ 3-(30) Day Extensions</li> </ul>

<b>Deposit</b>	◆ \$25,000	◆ \$25,000	◆ \$25,000
<b>Purchase Price</b>	◆ \$1,080,000	◆ \$1,836,000	◆ \$1,836,000
<b>Incentives</b>	<ul style="list-style-type: none"> <li>◆ TIF—90% years 1-5</li> <li>◆ 70% years 6-10</li> <li>◆ Impact Fee Credit—100% on All to Include Water and Wastewater</li> </ul>	<ul style="list-style-type: none"> <li>◆ TIF—75% years 1-5</li> <li>◆ 50% years 6-10</li> <li>◆ Incentive Cap of \$1,836,000 <ul style="list-style-type: none"> <li>○ \$1,100,000 to Construct Parking at Closing</li> <li>○ \$736,000 to Impact Fees and/or Permit Fees</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>◆ TIF—80% years 1-5</li> <li>◆ 60% years 6-10</li> <li>◆ Incentive Cap of \$1,836,000 <ul style="list-style-type: none"> <li>○ \$1,100,000 to Construct Parking at Certificate of Occupancy</li> <li>○ \$736,000 to Impact Fees and/or Permit Fees</li> </ul> </li> </ul>
<b>Project Cost</b>	◆ \$39,900,000	◆ TBD	◆ \$53,600,000
<b>Construction Timeline</b>	◆ 25 Months	◆ 25 Months	◆ 25 Months

\*Potential Investment in Off-Site Utility Improvements to be Evaluated



Members of the City Commission  
Lakeland Community Redevelopment Agency  
City of Lakeland, Florida

Professional standards require that we communicate certain matters to keep you adequately informed about matters related to the financial statement audit that are, in our professional judgment, significant and relevant to your responsibilities in overseeing the financial reporting process. We communicate such matters in this report.

#### **AUDITOR'S RESPONSIBILITY UNDER AUDITING STANDARDS GENERALLY ACCEPTED IN THE UNITED STATES OF AMERICA**

Our responsibility is to form and express an opinion about whether the financial statements that have been prepared by management with your oversight are presented fairly, in all material respects, in conformity with accounting principles generally accepted in the United States of America. The audit of the financial statements does not relieve you of your responsibilities and does not relieve management of their responsibilities. Refer to our engagement letter with the City of Lakeland, Florida which includes the Lakeland Community Redevelopment Agency (the "LCRA") for further information on the responsibilities of management and of Crowe LLP.

#### **AUDITOR'S RESPONSIBILITY UNDER GOVERNMENT AUDITING STANDARDS**

As part of obtaining reasonable assurance about whether the LCRA's financial statements are free of material misstatement, we performed tests of the LCRA's compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts or disclosures. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion.

The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under Government Auditing Standards.

#### **PLANNED SCOPE AND TIMING OF THE AUDIT**

We are to communicate an overview of the planned scope and timing of the audit. Accordingly, the following matters regarding the planned scope and timing of the audit were discussed with the Mayor on January 14, 2022.

- How we proposed to address the significant risks of material misstatement, whether due to fraud or error.
- Our approach to internal control relevant to the audit.
- The concept of materiality in planning and executing the audit, focusing on the factors considered rather than on specific thresholds or amounts.
- Where the entity has an internal audit function, the extent to which the auditor will use the work of internal audit, and how the external and internal auditors can best work together.

- Your views and knowledge of matters you consider warrant our attention during the audit, as well as your views on:
  - The allocation of responsibilities between you and management.
  - The entity's objectives and strategies, and the related business risks that may result in material misstatements.
  - Significant communications with regulators.
  - Other matters you believe are relevant to the audit of the financial statements.

**SIGNIFICANT ACCOUNTING POLICIES AND MANAGEMENT JUDGMENTS AND ACCOUNTING ESTIMATES**

Significant Accounting Policies: Those Charged with Governance should be informed of the initial selection of and changes in significant accounting policies or their application. Also, Those Charged with Governance should be aware of methods used to account for significant unusual transactions and the effect of significant accounting policies in controversial or emerging areas where there is a lack of authoritative consensus. We believe management has the primary responsibility to inform Those Charged with Governance about such matters. To assist Those Charged with Governance in its oversight role, we also provide the following.

Accounting Standard	Impact of Adoption
<b>GASB Statement No. 84 – Fiduciary Activity 90 – Majority Equity Interests 93 – Replacement of Interbank Offered Rates 97 – CCUC and Section 457 Plans</b>	Adoption of these Statements did not have a material impact on the LCRA’s financial position or results of operations.
<b>Significant Unusual Transactions.</b>	No such matters noted
<b>Significant Accounting Policies in Controversial or Emerging Areas.</b>	No such matters noted

Management Judgments and Accounting Estimates: Further, accounting estimates are an integral part of the financial statements prepared by management and are based upon management’s current judgments. These judgments are based upon knowledge and experience about past and current events and assumptions about future events. Certain estimates are particularly sensitive because of their significance and because of the possibility that future events affecting them may differ markedly from management’s current judgments and may be subject to significant change in the near term.

The following describes the significant accounting estimates reflected in the LCRA’s year-end financial statements, the process used by management in formulating these particularly sensitive accounting estimates and the primary basis for our conclusions regarding the reasonableness of those estimates.

Significant Accounting Estimate	Process Used by Management	Basis for Our Conclusions
Allowance for Doubtful Accounts and Bad Debt Expense	The allowance for doubtful accounts was determined by management by a process involving consideration of past experiences, current aging information, information from credit reports, contacts with the customers, and other available data including environmental factors such as industry, geographical, economic and political factors.	We tested this accounting estimate by reviewing, on a test basis, the information listed and by testing information in certain customers' credit files.
Fair Values of Investment Securities and Other Financial Instruments	The disclosure of fair values of securities and other financial instruments requires management to use certain assumptions and estimates pertaining to the fair values of its financial assets and financial liabilities.	We tested the propriety of information underlying management's estimates.
Useful Lives of Fixed Assets	Management has determined the economic useful lives of fixed assets based on past history of similar types of assets, future plans as to their use, and other factors that impact their economic value to the LCRA.	We tested the propriety of information underlying management's estimates.
Loss Contingencies	The LCRA consults with legal counsel to evaluate outstanding litigation, claims and assessments. Factors that affect management's evaluation of litigation contingencies requiring disclosure include the nature of the contingencies and whether the outcome could have an effect on the consolidated financial statements.	Based on information obtained from the LCRA's legal counsel regarding this matter and discussions with management, we concur with management's determination that no loss contingency does not meet conditions for accrual of being both probable and estimable, and, thus, no accrual is recorded and no specific disclosures are required.
Pension and Postretirement Obligations	Amounts reported for pension and postretirement obligations require management to use estimates that may be subject to significant change in the near term. These estimates are based on projection of the weighted average discount rate, rate of increase in future compensation levels, and weighted average expected long-term rate of return on pension assets.	We reviewed the reasonableness of these estimates and assumptions.

## AUDITOR'S JUDGMENTS ABOUT QUALITATIVE ASPECTS OF SIGNIFICANT ACCOUNTING PRACTICES

We are to discuss with you our comments about the following matters related to the LCRA's accounting policies and financial statement disclosures.

- The accounting policies to the particular circumstances of the LCRA, considering the need to balance the cost of providing information with the likely benefit to users of the LCRA's financial statements, are appropriate.
- Overall, the disclosures in the financial statements are neutral, consistent, and clear.
- The effect of the timing of transactions in relation to the period in which they are recorded is appropriate.
- There were no significant risks and exposures, or uncertainties that are disclosed in the financial statements.
- There were no unusual transactions including nonrecurring amounts recognized during the period.
- There were no particularly sensitive financial statement disclosures.
- There were no factors affecting asset and liability carrying values, including the LCRA's basis for determining useful lives assigned to tangible and intangible assets.
- There was no selective correction of misstatements, for example, correcting misstatements with the effect of increasing reported earnings, but not those that have the effect of decreasing reported earnings.

## CORRECTED AND UNCORRECTED MISSTATEMENTS

Corrected Misstatements: We are to inform you of material corrected misstatements that were brought to the attention of management as a result of our audit procedures. There were no such misstatements.

Uncorrected Misstatements: We are to inform you of uncorrected misstatements that were aggregated by us during the current engagement and pertaining to the latest and prior period(s) presented that were determined by management to be immaterial, both individually and in the aggregate, to the financial statements taken as a whole. For your consideration, we have distinguished misstatements between known misstatements and likely misstatements. There were no such misstatements.

## OTHER COMMUNICATIONS

Communication Item	Results
<p><b>Other Information In Documents Containing Audited Financial Statements</b> Information may be prepared by management that accompanies the financial statements. To assist your consideration of this information, you should know that we are required by audit standards to read such information and consider whether such information, or the manner of its presentation, is materially inconsistent with information in the financial statements. If we consider the information materially inconsistent based on this reading, we are to seek a resolution of the matter.</p>	<p>We read the following items and noted no material inconsistencies or misstatement of facts in such information based on our reading thereof.</p> <ul style="list-style-type: none"> <li>• Required Supplementary Information</li> <li>• Management's Discussion and Analysis of Financial Condition and Results of Operations</li> <li>• Schedule of Deposits, Withdrawals, and Changes in Fund Balance</li> </ul>
<p><b>Significant Difficulties Encountered During the Audit</b> We are to inform you of any significant difficulties encountered in dealing with management related to the performance of the audit.</p>	<p>There were no significant difficulties encountered in dealing with management related to the performance of the audit.</p>

Communication Item	Results
<p><b>Disagreements With Management</b> We are to discuss with you any disagreements with management, whether or not satisfactorily resolved, about matters that individually or in the aggregate could be significant to the LCRA's financial statements or the auditor's report.</p>	<p>During our audit, there were no such disagreements with management.</p>
<p><b>Consultations With Other Accountants</b> If management consulted with other accountants about auditing and accounting matters, we are to inform you of such consultation, if we are aware of it, and provide our views on the significant matters that were the subject of such consultation.</p>	<p>We are not aware of any instances where management consulted with other accountants about auditing or accounting matters since no other accountants contacted us, which they are required to do by Statement on Auditing Standards No. 50, before they provide written or oral advice.</p>
<p><b>Representations The Auditor Is Requesting From Management</b> We are to provide you with a copy of management's requested written representations to us.</p>	<p>We direct your attention to a copy of the letter of management's representation to us provided separately.</p>
<p><b>Significant Issues Discussed, or Subject to Correspondence, With Management</b> We are to communicate to you any significant issues that were discussed or were the subject of correspondence with management.</p>	<p>There were no such significant issues discussed, or subject to correspondence, with management.</p>
<p><b>Significant Related Party Findings and Issues</b> We are to communicate to you significant findings and issues arising during the audit in connection with the LCRA's related parties.</p>	<p>There were no such findings or issues that are, in our judgment, significant and relevant to you regarding your oversight of the financial reporting process.</p>
<p><b>Other Findings or Issues We Find Relevant or Significant</b> We are to communicate to you other findings or issues, if any, arising from the audit that are, in our professional judgment, significant and relevant to you regarding your oversight of the financial reporting process.</p>	<p>There were no such other findings or issues that are, in our judgment, significant and relevant to you regarding your oversight of the financial reporting process.</p>

We are pleased to serve the Lakeland Community Redevelopment Agency as its independent auditors and look forward to our continued relationship. We provide the above information to assist you in performing your oversight responsibilities and would be pleased to discuss this letter or any matters further, should you desire. This letter is intended solely for the information and use of Those Charged with Governance and, if appropriate, management, and is not intended to be and should not be used by anyone other than these specified parties.

*Crowe LLP*

Crowe LLP

Tampa, Florida  
March 23, 2022