

COST-IMPACT MINIMIZATION CASE STUDY

Crooked Can Flagship Brewery

4Sight Advisors, LLC is a Central Florida-based Owner's Representation and Construction Consulting firm specializing in project management, cost control, and development oversight. With more than 30 years of experience across commercial, industrial, hospitality, and institutional markets, 4Sight represents owners, developers, and design teams through every phase of construction.

Our mission is simple: to bridge the gap between design and delivery, ensuring projects are executed with clarity, accountability, and the owner's best interests in mind.



The Challenge

When Crooked Can set out to build its flagship brewery and food hall within Skorman Development's Hills City Center, the project quickly faced a maze of unclear and overlapping fees from multiple agencies and utilities. SECO Energy issued an invoice that blended Crooked Can's electrical service with master-development infrastructure. The City of Minneola provided an impact fee calculation using inflated counts and outdated rate tables. Lake County applied high-turnover restaurant classifications that inflated trip counts and total fees. With hundreds of thousands of dollars at stake, the Owner needed to verify what was truly owed — and why.

The Approach

4Sight Advisors took a disciplined, fact-driven path to protect the Owner's interests:

Define the Scope Clearly – Mapping every billed element to its true location and purpose.

Rebuild the Calculations – Using adopted ordinances, fee tables, and the permit's rate vintage to reconstruct each fee line-by-line.

Ask the Right Questions – Challenging unclear assumptions, requesting documentation, and engaging directly with agency staff until the math aligned with the project.

Document Everything – Supporting every adjustment with drawings, emails, and spreadsheets for a transparent, verifiable record.

Collaborative Resolution

This initiative required focused coordination between the owner, master developer, and local government representatives to ensure accuracy and alignment. 4Sight Advisors led the effort to review, interpret, and recalculate the applicable codes and impact fees, identifying the most appropriate classifications and cost allocations. Throughout the process, Tara Tedrow of Lowndes Law served as a trusted sounding board, offering perspective informed by her extensive experience and longstanding relationships with the municipality. Skorman Development supported the coordination by helping establish clear infrastructure limits between the master development and the individual parcels.

SECO Energy — Underground Power

Crooked Can's first invoice from Sumter Electric Cooperative. ("SECO") included costs for infrastructure and equipment for the entrance signage lift-station that belonged to the master development. Through meetings, drawings, and detailed reconciliations, 4Sight isolated Crooked Can's true service run and obtained a corrected invoice.

Description	Amount
Initial Invoice	\$90,441.18
Revised Invoice	\$85,916.56
Final Amount Paid	\$28,943.21
Savings vs. Initial Invoice	\$61,497.97 (68% reduction)

City of Minneola — Impact Fees

The City's initial worksheet overstated seat counts, fixture units, and public-area factors. 4Sight rebuilt the fee structure from the City's own ordinances, verified each input with plan takeoffs, and confirmed results with City staff.

Category	Original (Apr 2025)	Final (Oct 2025)	Reduction
Water	\$ 267,483.50	\$107,958.93	-\$159,524.57
Sewer	\$ 506,555.83	\$204,450.83	-\$302,105.00
Fire	\$ 95,724.66	\$30,793.67	-\$64,930.99
Police	\$ 33,966.82	\$10,926.94	-\$23,039.88
Total	\$ 903,730.81	\$354,130.37	-\$549,600.44

Lake County — Road Impact Fees

The County's original road impact fees assumed a "high-turnover restaurant" model, inflating trip generation. After 4Sight presented a documented reclassification package, the County approved the correct use categories for fast-casual dining and industrial/manufacturing operations.

Description	Amount
Original	\$425,304.73
Revised	\$216,058.26
Reduction	\$209,246.47 (49% decrease)

Results at a Glance

Category	Outcome
SECO Underground Power	Saved \$61,498 Final paid: \$28,943
City of Minneola Impact Fees	Final accepted: \$354,130 Reduced \$549,600 from original calculation
Lake County Road Impact Fee	Reduced by \$209,246 Reduced from \$425,305 to \$216,058

Conclusion

By questioning assumptions and verifying every detail, 4Sight Advisors reduced Crooked Can's total exposure by more than \$800,000 across utilities and impact fees. Our diligence delivered clarity, confidence, and accountability, proving that even the most complex development fees can be fair, accurate, and defensible.

Every dollar should make sense, and every fee should be earned.

Connect With Us

4Sight Advisors is dedicated to helping owners, developers, and design teams achieve successful outcomes through proactive management, transparent communication, and proven cost-control strategies. Contact us to learn more about how we can support your next project.



Trent M. Bonnett, CCM
Managing Principal
407.276.0228
trent@4sightadvisors.llc
www.4sightadvisors.llc

