



One Crossgates Mall Road N207
Guilderland, NY 12203

March 12, 2020

Mr. Kenneth Kovalchik
Town Planner, Town of Guilderland
Guilderland Town Hall
P.O. Box 339
Guilderland, NY 12084

Mr. Kovalchik,

I am writing on behalf of Spa Mirbeau as well as The Mirbeau Companies to express our strong support for the mixed-use, 222-unit residential apartment/townhome project and the region's first and only Costco submitted by Pyramid Companies. After reviewing the project in detail, we believe this project will add substantial value to the community, the Town municipality, and will provide greatly needed nearby residential and commercial development that will grow the base of customers for the businesses in the Crossgates Mall and adjacent extensions.

As always, it is important to carefully consider new projects and all the effects they may have on the nearby residences and businesses. We believe the impact of this development will be strongly positive, as it will bring a number of new customers within a close walking distances to the retail stores, entertainment, and restaurants in Crossgates Mall and Western Ave. It will create a strong synergy between existing commercial development and new residential development that is the basis of countless successful projects throughout the United States. We also recognize that it will have a substantial economic impact for the community at large as it will create a base of new, local jobs, as well as millions in tax revenue to the Town, County and State. Few communities are afforded the opportunity for smart, productive development like this project, and we believe the Town would be wise to take advantage of it.

We also believe Pyramid Companies have proven to be capable and reputable developers with a strong financial backing that will allow them to complete the project within an appropriate time frame and operate it successfully for years to come. We at The Mirbeau Companies have great respect and appreciation for developers like Pyramid continuing to invest in Upstate New York, growing and improving our local communities and contributing to our economies.

Thank you very kindly for considering our remarks regarding this project.

Our very best,

A handwritten signature in black ink, appearing to read "Jonathan Dal Pos", with a large, stylized flourish at the end.

Jonathan Dal Pos
Vice President, General Counsel
The Mirbeau Companies