

Dear Guilderland Planning and Town Board,

Pyramid has been instrumental in leading the investment and development in Guilderland. As General Manager of the dual Homewood Suites and Tru by Hilton, I can attest to this wonderful growth first hand and am writing this letter in support of the proposed development near Crossgates.

Our hotels opened in October 2018 on a previously vacant lot adjacent to Crossgates and the proposed site for Costco. Our hotel went through a similar right to build process but since opening, we have heard from community members and guests that our hotel greatly improves the visual appeal of the neighborhood. We feel that with the addition of Costco and the proposed apartments, this will continue to add to the visual enhancements of Guilderland at the hands of Pyramid.

In just our short 1.5 years open, we have seen guests visit our hotel from all 50 states as well as over 50 countries. These guests have numerous hotel options in Albany County; we know they are choosing our Hotels due to our location at Crossgates which offers our guests an added value with numerous shopping, dining, and entertainment options just steps away. With the ever changing landscape of Hospitality, the addition of Costco will continue to enhance our guests' experiences and further set ourselves apart as a leader in the Hospitality industry in Albany County.

As active members of the Guilderland Chamber of Commerce, our hotel has provided the Guilderland business community a place to meet, network, and collaborate on increasing Guilderland's visibility as a driver of positive economic growth. We should embrace this continued investment in our community and ask you to join us in supporting this great opportunity.

Best Regards,

***Adam Gollub***

Adam Gollub | General Manager

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