

# WERNER BROS. ELECTRIC, INC.

677 Riverview Rd. Rexford, NY 12148 • (518) 377-3056

February 28, 2020

Kenneth Kovalchik  
Town Planner  
Town of Guilderland  
Guilderland Town Hall  
5209 Western Turnpike  
Altamont, NY 12009

Dear Mr. Kovalchik,

I am writing to lend my enthusiastic endorsement to both the proposed Costco store and the proposed redevelopment project on Rapp Road, to be developed on a now-vacant section of property owned by Crossgates Mall. The projects seem logical next steps in the development of the Crossgates Complex, and are sure to bring substantive benefits to both the greater area in general, and the Town of Guilderland, specifically.

Werner Bros. Electric has worked extensively with Pyramid Management in the past six years or so, providing electrical fit-ups and service solutions to a number of area businesses and property owners. Our interaction with Pyramid has been nothing but positive and professional; indeed our relationship with Crossgates has become a prized and financially fruitful asset to Werner Bros. Electric. The Crossgates brand continues to signal Quality in our region, and that reputation is sure to extend to the projects proposed.

The new Costco store should be an unqualified success, since Costco, long absent in the area, enjoys a stellar national reputation and a loyal following of patrons who prefer it to rivals BJ's and Sam's Club.

The proposed Rapp Road 5-building project promises modern, unique multi-family residential living units, helping meet housing demands while increasing the portion of the Town's population living in close proximity to area businesses.

As you know, these projects can have a "multiplier" effect, benefitting not only the proposed new tenants and owners, but a multitude of other local businesses and service providers—not to mention increased annual tax revenue. I hope you will agree that the proposed projects represent a sustainable "win-win" for the community: meeting growing population and shopping demands while contributing to the continued success of our region's cultural and economic development.

Sincerely,



Craig Werner  
President