

March 6, 2020

Ken Kovalchik, AICP, Town Planner  
Town of Guilderland Planning Department  
5209 Western Turnpike  
Guilderland NY, 12084

Dear Mr. Kovalchik,

My name is Danielle Walsh, I am the Executive Director at the Guilderland Chamber of Commerce. I am in support of Rapp Road Residential/Western Avenue Mixed Use Redevelopment Project from an economic development & local economy standpoint. Crossgates and Pyramid Management have continually sought to diversify their offerings at Crossgates to ensure the mall continues to be a vibrant & successful destination for the region. Over the years, they have added many more restaurants, entertainment venues, and in 2018 a new dual-branded hotel for Guilderland. Crossgates is a vital part of our local economy supplying over 2,700 jobs and significantly contributing to the local, county, and state tax base.<sup>1</sup> The redevelopment projects are anticipated to create an influx of jobs to the local economy, providing construction jobs and once completed, new employment opportunities<sup>2</sup>. The jobs provided by Costco are expected to be quality employment opportunities, for Costco was ranked the Number 4 out of 25 of America's Best Large Employer's according to a 2019 survey by Forbes & Statista.<sup>3</sup>

On top of the benefits to the local job economy, the projects will also be an economic development driver for the region. The residential project proposed includes 222 new units that will provide an attractive addition to the Guilderland housing market for young professionals and empty nesters.<sup>4</sup> The residential project will also allow Guilderland to compete with other local destinations to retain residents and attract new residents to live, work, and spend money in the local economy.

The potential of bringing a Costco to Guilderland, will create a draw to our town from around the capital region and beyond. The addition of Costco to the retail market in Guilderland will potentially attract new visitors & customers to the town, who will in turn patronize other businesses along Western Avenue and in the Town.

For all of these reasons, and because of Crossgates & Pyramid Management's continual support of the business & non-profit community of Guilderland & Capital Region, I support the Rapp Road Residential/Western Avenue Mixed Use Redevelopment Project. Thank you for your time.

Sincerely,

Danielle Walsh

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<sup>1</sup> According to Crossgates

<sup>2</sup> According to the DEIS – Rapp Road Residential/Western Ave Mixed Use Redevelopment Projects:  
<https://www.townofguilderland.org/planning-board/pages/environmental-impact-statement-rapp-road-residentialwestern-avenue-mixed-use>

<sup>3</sup> <https://www.forbes.com/best-large-employers/#5d033641fb3e>

<sup>4</sup> According to the DEIS – Rapp Road Residential/Western Ave Mixed Use Redevelopment Projects:  
<https://www.townofguilderland.org/planning-board/pages/environmental-impact-statement-rapp-road-residentialwestern-avenue-mixed-use>

April 13, 2020

Ken Kovalchik, AICP, Town Planner  
Town of Guilderland Planning Department  
5209 Western Turnpike  
Guilderland NY, 12084

Dear Mr. Kovalchik,

My name is Danielle Walsh, I am the Executive Director at the Guilderland Chamber of Commerce. I am following up regarding my last letter of support for the Rapp Rd. & Western Ave Redevelopment Projects. I commend the Town Planning Board and Town Officials for extending the public comment period and postponing the meeting in accordance with CDC recommendations to slow the spread of the Coronavirus. This postponement helps keep our residents & community safe, while still providing an avenue for public comment.

This is an extremely challenging time for everyone, I am sure the Town and Town Planning board has been busy adjusting to this new norm and continuing to provide services to the residents. Thank you for all you do and to the entire Town leadership for it's measured and communicative response throughout this crisis. This is also an extremely challenging time to the businesses in Guilderland, of all shapes and sizes. Many businesses are forced to close, reduce their hours, staff or services, and sustain on what limited reserves they may have. Businesses will be facing a tough time once we can resume normal activities and many may not be able to sustain through this crisis.

Now, more than ever, we need to support economic development projects that will provide an influx of jobs and tax revenue to the Town. That is why I wanted to reiterate my support for the Rapp Rd. & Western Ave Redevelopment Projects being proposed by Pyramid Management. These projects will provide jobs to the community throughout the process and provide important tax revenue to the Town. Projects like the Rapp Rd. & Western Ave Redevelopment provide a catalyst for economic development, job creation, and build up tax revenue. All of which the Town and business community will greatly need as we emerge from this crisis and begin to rebuild.

I appreciate your time and consideration.

Sincerely,

Danielle Walsh  
Executive Director, Guilderland Chamber of Commerce