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DANIEL C. LYNCH, ESQ.  
DEPUTY COUNTY EXECUTIVE

April 10, 2020

Supervisor Peter Barber  
Town of Guilderland  
P.O. Box 339  
Guilderland, NY 12084

**Re: Crossgates Development and County's Economic Recovery Efforts**

Dear Supervisor Barber,

I wanted to follow up on my initial letter from early March related to the proposed development of Costco and apartments near Crossgates. It is a different world which we live in since that letter, and I wanted to share a few important updates with you and town officials as they consider this proposal.

While I have been working with the County's health leaders on the day-to-day challenges of COVID-19, and I hope we are turning the corner on the treatment of those affected by the virus, we must also begin to address the economic impact COVID-19 has had on our communities.

In working with the Albany County Director of Economic Development, Kevin O'Connor, my administration is laying out a Strategic Economic Development Plan to provide relief to local businesses and their employees who have been devastated by this pandemic.

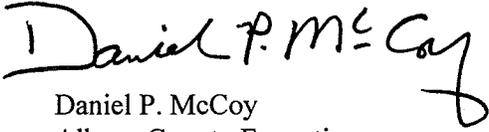
This plan will create an independent, public-private organization to provide immediate relief to the local community and chart a path to restart the economy once this pandemic is over. One of the first goals will be a Business Retention and Expansion Program to direct small businesses to available financial resources at the local, state and federal levels. **My goal is to ensure that all levels of government are working closely together to get businesses stabilized and our residents back to work as quickly as possible.** This will be accomplished through supporting investments in critical projects and key infrastructure, attracting and retaining top talent and transforming the county's business image. I look forward to working with officials in the Town of Guilderland to achieve these goals for the benefit of our neighbors.

We need good and responsible construction and development in Albany County now more than ever. While attracting businesses and projects often takes time, we must identify those opportunities which already exist and invest in their success.

I believe the Crossgates related development can be one of the first major successes in this effort. Once approved, it will create hundreds of good-paying jobs, generate millions in sales tax revenue and will also support the town and school district's tax base.

We need to get our businesses back up and running at full speed and get our employees back to work. This is a wonderful opportunity in Guilderland to take the first step towards a brighter future.

Respectfully,

A handwritten signature in black ink that reads "Daniel P. McCoy". The signature is written in a cursive style with a large, sweeping "D" at the beginning and a long, trailing flourish at the end.

Daniel P. McCoy  
Albany County Executive

CC: Ken Kovalchik and Guilderland Planning Board  
Laura Trivison and Albany County Planning Board