

Vickers, Cher

From: Andrés Santiago [REDACTED]
Sent: Wednesday, February 5, 2025 5:01 PM
To: Vickers, Cher
Subject: Support for 1 Lafayette

I am writing to express my support for 1 Lafayette and its application to receive a Payment in Lieu of Taxes (PILOT) from the City of Newburgh IDA.

I believe the minds and the intention behind this project are a great value to the future of Newburgh. I think this project addresses some important needs for Newburgh. Projects like 1 Lafayette bring affordable housing along with jobs that help support local residents. In addition, projects like this lend support to improving aging infrastructure, tax revenue growth and local businesses. I believe having capable and dedicated developers with follow through are invaluable to the city and I will continue to advocate on their behalf.

I appreciate your time and consideration in reviewing this matter. Please let me know if any additional information is required. I would be happy to discuss this further at your convenience.

Thank you for your attention to this letter of support.

Andres

--

Andrés J Santiago
Licensed NY State Realtor

cell: [REDACTED]

email: [REDACTED]

insta: [REDACTED]

Anoushae Eirabie



02/05/2025

Cher Vickers
Director, City of Newburgh IDA
83 Broadway, Third Floor
Newburgh, NY 12550

Via email: idadirector@cityofnewburgh-ny.gov

Subject: Letter of Support - 1 Lafayette

Dear Ms. Vickers,

I hope this letter finds you well. My name is Anoushae, I am an architectural professional working in the City of Newburgh. I am writing to express my support for 1 Lafayette, a mixed-use residential and commercial project, and its application to receive a Payment in Lieu of Taxes (PILOT) from the City of Newburgh IDA. I believe this project will contribute positively to the community by fostering economic growth and providing much-needed housing and commercial opportunities.

I have been living in the City of Newburgh for the past 2.5 years, I reside on Liberty Street and I work at Atlas Studios, directly across the street from the location of the proposed development. As a local resident I am excited for the much needed interest and activity the 1 Lafayette development will bring to this area of the City. Casual conversations with local shop owners on Liberty Street over the past year have revealed how uncertain many feel about sustaining their businesses. Developments such as this one not only bring in more foot-traffic, they set an important precedent for similar developments that ultimately lead to supporting and building up the local community.

As a professional who works in the built environment, this development feels like a strategic answer to many complex issues surrounding much needed affordable housing supply. In my opinion, in order to overcome the extraordinary challenge the housing crisis presents, especially

to underserved communities, all approaches should be considered in context. While the length of the PILOT might not seem typical, the project in its entirety is achieving an incredible goal. It is exactly this kind of well-intentioned problem solving our community needs.

I appreciate your time and consideration in reviewing this matter. Please let me know if any additional information is required. I would be happy to discuss this further at your convenience.

Thank you for your attention to this letter of support.

Sincerely,

A handwritten signature in black ink, appearing to read "Anoushae Eirabie", with a small flourish at the end.

Anoushae Eirabie

From: [Austin DuBois](#)
To: [Vickers, Cher](#)
Subject: 1 Lafayette Letter of Support
Date: Sunday, February 2, 2025 9:17:50 AM

Executive Director Vickers and IDA Board Members:

I write this email in full support of the PILOT application of the 1 Lafayette project.

I have been a City of Newburgh resident for over 10 years, and have owned a home in the City for 8 years. I bought my current house 6 years ago, which is one block away from the proposed development. Over 5 years ago, I started a business in the City of Newburgh, and about 2.5 years ago I moved my office to Liberty St., about one block away from the project site, in the other direction. 3 years ago I started another retail business about 2 blocks away from the proposed project.

In my capacity as a lawyer, I have represented municipalities as Village Attorney and Town Attorney, respectively. I served on the Newburgh IDA for approximately 8 years, many of those years as Chairman. I have seen many projects come before the IDA, not only on a city level, but have seen projects come and go at the County level as well. I am intimately familiar with how PILOTs work, and have seen (and directly dealt with) "bad" PILOTs that were granted by the City in decades past for undeserving projects, and have seen and directly dealt with "good" PILOTs, that were granted by the city and its IDA more recently for projects that have had a real, measurable and positive impact for downtown Newburgh, where I raise my family, operate my businesses, patronize other businesses, and enjoy a wonderful quality of life.

Andrew Schrijver, along with the team he assembled, was the driving force behind redeveloping the long-vacant, falling down, and legally confusing Foundry units. A building that I used to walk by and lament, and that the IDA was involved with in a way that made us want to pull our hair out, was finally, after decades of mishaps, given new, beautiful life by Andrew and his team. Now, so many more people are a part of our downtown neighborhood that I see every day walking their dogs, smiling, and supporting our local businesses, which in turn, hire local residents who can then provide for their families.

The 1 Lafayette project seeks to do that same thing, except on a more impactful scale. It will add not just more housing, which the City acknowledges it critically needs, but also more space for more businesses to become part of our almost-thriving downtown. Many people are frustrated by high rent these days, and this project proposes 145 affordable units.

The retail space it seeks to add is not just a benefit in itself, but the location is critical. The large gap in storefronts on the East side of the street going South of Washington's Headquarters discourages foot traffic from continuing on to where many businesses have begun to pop up in the Warehouse District, and vice versa. This project's location creates the connectivity and continuity needed to keep foot traffic flowing, which will benefit all businesses on Liberty St., and create the density of activity to encourage that activity to radiate outward from Liberty St.

People often claim, I believe without truly understanding the nature of a PILOT, that an applicant is seeking "too long" of a PILOT term. I'm sure these objections are well-

intentioned, but in almost all cases, they are mistaken. It is likely because the PILOT process unfortunately and confusingly requires applicants to assume, contrary to reality, that their project goes forward without a PILOT, and then calculate imaginary taxes on a project that wouldn't be there, and then ask the IDA for a "benefit" in whatever lesser amount of taxes they in fact will pay.

The property subject to tax here is paying a very low amount of tax. If it's not developed, it will continue to fail to contribute to the city in any meaningful way. The PILOT proposed is necessary for this or any applicant to get the funding to do the project, and guarantees that not only will the property contribute to the daily lives of our neighbors via its housing, economic opportunities and general improvement of downtown, but that it will contribute approximately twenty (20) times the projected tax revenue in its current form. That is a huge addition to the city's revenue, and in no way could be said to be a detraction from it.

The right kind of project, like 1 Lafayette, is where the applicant is, in reality, proposing to benefit the city. It is only requesting some certainty from the City about what taxes it **WILL** pay, it is not asking the city to give it anything other than its word that, in exchange for the almost immeasurable benefit of a project of this scale, at this location, with this mix of retail space, affordable housing, market rate housing, the City will agree to accept a defined schedule of tax payments over the course of the PILOT term.

Newburgh has not seen a potential project like this in the last decade, and should welcome this opportunity for smart growth, and approve the 1 Lafayette application as received.

Thank you for your time and your service to our community. You can make a difference.

Best regards,
Austin DuBois



From: [Bibi Lorenzetti](#)
To: [Vickers, Cher](#)
Subject: 1 Lafayette
Date: Tuesday, February 4, 2025 2:30:20 PM

Hi Viky,

Bibi here from Newburgh Yoga Shala, Andrew Schrijver sent out his proposal and as a small business owner in Newburgh I think it would be such a fantastic addition that will help us all, small business thrive more easily.

Not a formal letter but just a raise of hands :)



Bibi Lorenzetti
Newburgh Yoga Shala
Ashtanga, Vinyasa, Yin, and Prenatal Yoga
5 Liberty St WH., Newburgh, NY 12550
[Instagram](#) | [Class Schedule](#) | [Teacher Training](#)

Brandon Grimila



02/5/24

Cher Vickers
Director, City of Newburgh IDA
83 Broadway, Third Floor
Newburgh, NY 12550
Via email: idadirector@cityofnewburgh-ny.gov

Dear Ms. Vickers,

I hope this letter finds you well. My name is Brandon Grimila, I'm the owner/principle of Downstate Kitchen and Coffee on Lander St. I am writing to express my support for 1 Lafayette, a mixed-use residential and commercial project, and its application to receive a Payment in Lieu of Taxes (PILOT) from the City of Newburgh IDA. I believe this project will contribute positively to the community by fostering economic growth and providing much-needed housing and commercial opportunities.

I'm a resident of the city of Newburgh and live on [REDACTED] in an apartment rental. I've lived here for 3 years and am happy to say I love it here! As a renter, a business owner, a patron of local businesses, a tax payer, and an advocate for this great city, I want to show my concern for growth. We live in a complicated time, and unfortunately a complicated city that needs a spring board to see the fruits of its labor come to fruition. We are lucky to be surrounded by great people like Andrew, eager to push the envelope, and thread the needle, a rare combo.

Its been addressed that we are in a housing crisis in the city of Newburgh, as a renter i've felt that moving here. We struggle with landlords that are not held accountable, with land owners that evade taxes, with "churches" that don't contribute. We all want more from the city that we live in, we hope to attract great operators, developers, and great neighbors to see a brighter future. However, I think we need that kickstart to get us there to see further into the future and really see the effects of what's to come. Critical mass and solving the housing crises need to be first on our list in order to see higher tax rev, and dollars spent in our city. We need a healthy city that shows incentive for not just developers and operators but for residents to be attracted to be here over anywhere else.

There is risk for all parties involved, that is clear, but that risk needs to be taken in order to move forward and see this city grow. As a resident, I worry that a project like this, if passed by, sends a message to outsiders showing inflexibility with no hope for change. What makes them want to be here? I have to believe a project like this, well planned, managed, and executed, can make waves for a city to ride for years to come. The numbers are there, the equality is there, lets get this built and keep building. Let's make Newburgh a great place to call home.

I appreciate your time and consideration in reviewing this matter. Please let me know if any additional information is required. I would be happy to discuss this further at your convenience.

Thank you for your attention to this letter of support.

Sincerely,
Brandon Grimila



Carson Carter



5 February 2025

Cher Vickers
Director, City of Newburgh IDA
83 Broadway, 3rd Floor
Newburgh, NY 12550
IDADirector@CityofNewburgh-NY.gov

RE: In Support of Newburgh IDA PILOT for '1 Lafayette'

Dear Director Vickers,

I write you to express my support for the requested PILOT for the project '1 Lafayette' which is presently before you at the Newburgh IDA.

As a Liberty Street resident just north of the proposed project, and business owner within the Downtown District, I feel acutely the impact, or lack thereof, of this enormous empty parcel on the very center of our business district. I sorely wish to see this gap in our cityscape reanimated with mixed use housing, retail, and dense neighborhood development as typifies Newburgh's core.

In most instances, I would not be supportive of a 32 year PILOT. However, given the preponderance of current adverse financing and build cost conditions and, more-so, the fact that the developer plans to create 127 affordable+work force units and 18 market rate, plus ground floor retail, I find the request warranted and necessary for the project to finance and be built.

I believe that a project of this scale and make up will be a catalyst to spur further rehabilitation and walkable infill development within Newburgh, which will help alleviate the exempted tax dollars and be a long term net gain for the City, in alignment with the aims of the IDA.

With thanks for your service and consideration,
Carson Carter

Dan Gilbert



2-3-25

Cher Vickers
Director, City of Newburgh IDA
83 Broadway, Third Floor
Newburgh, NY 12550
Via email: idadirector@cityofnewburgh-ny.gov

Subject: Letter of Support - 1 Lafayette

Dear Ms. Vickers,

I hope all is well. It has come to my attention that the IDA is considering the PILOT application 1 Lafayette, the mixed-use project near the foundry. I would like to voice my support for this project. As a local business owner who has been in downtown Newburgh for over 13 years, this is the kind of development we need here.

This project will pay more into the city than it will take with the increase of taxes on the parcel. It will also provide mixed income housing, a much-needed service to help ease rent burdens in this City. Another, and extremely important reason this project is vital is that it will create jobs in the commercial spaces in this building. Public transportation is a major issue around here, and to have space for businesses that will lead to walkable jobs in this neighborhood is imperative in increasing the standard of living for residents of the area, especially those who don't have access to a car.

Without this PILOT, I think it is highly doubtful this project will be built. Lenders like to see stability in expenses. The City of Newburgh over the last few years has changed assessments significantly, and this year dramatically increased the water and sanitation charges. This may or may not be warranted, but because of this and the desperate need to continue fixing neglected infrastructure, expenses will continue to fluctuate. I believe this PILOT is a make or break for this project.

Thank you for reading this letter of support!

Sincerely,
Dan Gilbert

A handwritten signature in black ink that reads "Dan Gilbert".



Cher Vickers
Director, City of Newburgh IDA
83 Broadway, Third Floor
Newburgh, NY 12550
Via email: idadirector@cityofnewburgh-ny.gov

Subject: Letter of Support - 1 Lafayette

Dear Ms. Vickers,

Without much ado, and being a pillar of the community, my wife and I are writing to express our complete and undivided support for the 1 Lafayette project; a mixed-use residential and commercial project.

We strongly believe this project will contribute positively to the community by stimulating the local economy; increased employment opportunities, higher income levels for residents, improved quality of life, strengthened community bonds, enhanced local business growth, and a more vibrant and resilient community overall, primarily by encouraging local spending and supporting small businesses within the area.

We need strongly need this.

Thank you for time and attention to this letter of support.

A handwritten signature in black ink, appearing to read "R. Fontine".

Sincerely,
Robert Fontine

A handwritten signature in black ink, appearing to read "Monica Coronatti".

Monica Coronatti

Vickers, Cher

From: Doria Paci [REDACTED]
Sent: Thursday, February 6, 2025 12:34 AM
To: Vickers, Cher
Subject: Support for 1 Lafayette

Dear Ms. Vickers,

I hope this letter finds you well. I am writing to express my support for 1 Lafayette.

A little bit about me, born & raised in Wappingers my parents still reside in the house I grew up in. I'm sure it comes as no surprise that in the 80's & 90's we did not make it over to Newburgh often, or at all. So when my husband & I decided to buy a house in the Heights 5 yrs ago it came as quite a surprise to my family. They thought we were crazy. But even more crazy, when my parents came into some money they needed to invest last year I convinced them to purchase 71 & 73 Liberty Street, directly across the street from 1 Lafayette. We love it here in Newburgh, so it was not a hard sell. We fell in love with our community, our neighbors, the businesses, all of it. We manage the buildings for them & we're trying to do the best job we can for our tenants. And then Betty's happened. We didn't move here with the intention to open a business, it just kind of happened. And that is where I am sitting tonight as I write this. I've had 1 customer tonight. Yes, it's a Wed in Feb, so there is an expectation of slowness, but unfortunately nights like this are not uncommon, even on a sunny summer day. I've been here at 97 Liberty St for 1.5 years now, 7 days a week, and I can tell you as soon as the sun goes down it's a dark, desolate city. There is no street traffic, no one walks by. Even in daylight, at 4pm on a Saturday afternoon I can often walk outside and not see 1 person 10 blocks in each direction. Coupled with the fact that Liberty St is one empty storefront after another, and then the 4 shootings that happened this summer, one of them right outside our kitchen door where my cooks were prepping, and the other that a bullet went through a 4th floor window of 73 Liberty, whizzing past our tenant as he sat working. He could have died, so that was scary, and he's moved out since. I'm not going to lie, this is a very challenging place to run a business, and if you want me to be brutally honest, if things don't change I don't see how Betty's survives. We need more people, we need more customers, we need more small business neighbors with their lights on, we need better roads & sidewalks, and we need more transportation options. And I feel that Andrew's project can help accomplish this. Every Sat & Sun morning I walk down to Betty's from Henry St. That empty section is just a dead zone. It's an empty lot, with a broken sidewalk, and it's just kind of sad. If he is able to break ground I think it will transform the energy of this part of Liberty St. There will be movement, construction workers that bring business to us, and Bivona's, and Big Mouth. People will drive by and see things happening and maybe they will want to get in on it. Maybe someone will open a butcher shop, or a pet store, or a kids store. Anything helps. If you drove down Liberty tonight would you think this is a good place to open a small business? Probably not. But if he's able to build there will be new sidewalks, street lights, retail, and people. It will feel safe. I don't ever feel unsafe in Newburgh, but I know that people do, and that is why they don't come to Newburgh, I hear it all the time on the other side of the river, I've even heard it here in the town. Seems crazy to me but people are still scared to come to Liberty St, empty storefronts and news stories about shootings don't help. If our small businesses are going to survive then there really needs to change. And if Andrew's project is able to proceed then I truly believe that will be a huge step in that direction.

We really do love it here. I love having Betty's and serving the community, and talking to all my customers. I want nothing more for all of this to work out. I really hope there is a bright future ahead for all of us.

Thank you for your attention to this letter of support.

Sincerely,
Doria Paci
Betty's Snack Bar / The Betty

Eli Vaknin

2/5/25

Cher Vickers
Director, City of Newburgh IDA
83 Broadway, Third Floor
Newburgh, NY 12550
Via email: idadirector@cityofnewburgh-ny.gov

Subject: Letter of Support - 1 Lafayette

Dear Ms. Vickers,

I hope this letter finds you well. I am writing to express my support for 1 Lafayette, a mixed-use residential and commercial project, and its application to receive a Payment in Lieu of Taxes (PILOT) from the City of Newburgh IDA. I believe this project will contribute positively to the community by fostering economic growth and providing much-needed housing and commercial opportunities.

Based on the information that Andrew Schrijver has provided for this project, this project seems to align with the overall economic and social goals of the city as well as community. Andrew and the development team are not looking to come into Newburgh and profit off of a one time project, they have done their due diligence and are offering to build something that can provide housing at affordable prices to anyone in the community. They are a solid team that has done other projects within the community and has given myself, as well as many others involved in the community a sense of confidence and optimism towards this project. I hope the board reviewing this can see the potential of this project and how great of an asset it can be to the community and the city.

I appreciate your time and consideration in reviewing this matter. Please let me know if any additional information is required. I would be happy to discuss this further at your convenience.

Thank you for your attention to this letter of support.

Sincerely,
Eli Vaknin

Vickers, Cher

From: Jonathan Falcon [REDACTED]
Sent: Thursday, February 6, 2025 8:00 AM
To: Vickers, Cher
Subject: Letter of Support - 1 Lafayette

22 Liberty St.
Liberty Street Liquors & Liberty Street Laundromat

Dear Ms. Vickers,

I hope this letter finds you well. I am writing to express my support for 1 Lafayette, a mixed-use residential and commercial project, and its application to receive a Payment in Lieu of Taxes (PILOT) from the City of Newburgh IDA. I believe this project will contribute positively to the community by fostering economic growth and providing much-needed housing and commercial opportunities.

My partners and I invested in two businesses a block away from this site and it has been a struggle to make ends meet. Developments like this will help bring more customers closer to our businesses.

I appreciate your time and consideration in reviewing this matter. Please let me know if any additional information is required. I would be happy to discuss this further at your convenience.

Thank you for your attention to this letter of support.

Sincerely,
Jonathan Falcon
Director of Operations - Liberty Street Liquors & Liberty Street Laundromat

From: [Katherine Iles](#)
To: [Vickers, Cher](#); [Andrew Schrijver](#)
Subject: Letter of Support - 1 Lafayette
Date: Monday, February 3, 2025 9:34:28 PM

Katie Iles
[REDACTED]
[REDACTED]
[REDACTED]

Feb 01, 2025

//

Cher Vickers
Director, City of Newburgh IDA
83 Broadway, Third Floor
Newburgh, NY 12550

Dear Ms. Vickers,

I hope this letter finds you well. I am reaching out to express my full support for 1 Lafayette, a mixed-use residential and commercial project, and its application to receive a Payment in Lieu of Taxes (PILOT) from the City of Newburgh IDA. I believe this project will contribute positively to the community by fostering economic growth and providing much-needed housing and commercial opportunities. I think the proposed plan is perfect for the location and will greatly help downtown businesses continue to thrive. I also believe that the people behind this effort are truly committed to the vision in a way that will further benefit Newburgh. Newburgh deserves this opportunity!

I appreciate your time and consideration in reviewing this matter. Please let me know if any additional information is required. I would be happy to discuss this further at your convenience.

Thank you for your attention to this letter of support.

Sincerely,
Katie Iles

From: [Kelly Schroer](#)
To: [Vickers, Cher](#)
Subject: Letter of Support - 1 Lafayette
Date: Tuesday, February 4, 2025 3:35:11 PM

Dear Ms. Vickers,

I am reaching out to express my support for the mixed-use residential and commercial project proposed at 1 Lafayette, and its application to receive a PILOT from the City of Newburgh IDA.

I have lived in Newburgh for 11 years and have seen the promising revitalization and new businesses arrive in the Liberty St business corridor. However, the big empty lot next to our biggest tourist attraction and incredible historic landmark, that also creates a jarring separation of neighborhoods, is a problem that has been waiting to be solved (since 1981!) The positive economic impact of this project is clear to me - not only will it unite the neighborhood and fill in that gap, but it will invite new businesses, new jobs, and new patronage, also to existing businesses, on Liberty street. When visiting other Hudson Valley main streets, I always hope for the same feeling of liveliness in Newburgh, Newburgh deserves that! I think this project would make a huge impact in improving our downtown business district.

While I am usually skeptical of developers proposing long term PILOT agreements, in this case I understand they are asking for only what is required to have the bank fund the project. If the PILOT is rejected and the project can not happen, I fear many more long years before another developer attempts to fill this gap in our city. And, won't they be looking for the same? A tasteful and thoughtfully designed structure is on the table with long-term benefits that will prove a positive investment for Newburgh. So many folks are looking for housing options, and with 127 affordable units, this feels more than worth the PILOT.

I appreciate your time and consideration in reviewing this matter. Thank you for your attention to this letter of support.

Sincerely,
Kelly Schroer

A large black rectangular redaction box covering the signature area.



February 4, 2025

Cher Vickers, Director
City of Newburgh IDA
83 Broadway, 3rd Floor
Newburgh, NY 12550

RE: Letter in Support of 1 Lafayette

Dear Cher,

I am writing today in full support of the proposed mixed-used development at 1 Lafayette and its application for a PILOT from the City of Newburgh IDA.

I believe this project will contribute positively to the community, breathing new life into a decade's vacant lot, fostering economic growth, spurring further downtown revitalization, and most importantly, providing much needed housing during an avowed housing crisis.

Without a PILOT, it will be difficult, if not impossible for the project to receive the necessary funding from the State, financial lenders, and investors.

It would truly be a loss for the City if this thoughtful, well-designed, revitalization project is not able to move forward.

Thank you and the members of the IDA for your consideration.

All my best,

Lisa Silverstone

Lisa Silverstone
Executive Director

Vickers, Cher

From: Matthew Iles [REDACTED]
Sent: Thursday, February 6, 2025 9:36 AM
To: Vickers, Cher
Subject: Letter of Support - 1 Lafayette

Ms. Vickers — Hope all is well. I'm a Newburgh resident for nearly 6 years, and I'm writing to express my full support for 1 Lafayette, and its application to receive a Payment in Lieu of Taxes (PILOT) from the City of Newburgh IDA.

I believe this project will dramatically improve the city's population and economic growth as well as safety and beautification. Please let me know if I can contribute in any way to making this project a reality. I would be happy to discuss!

Thanks so much.
Matthew

Matthew Iles
[REDACTED]

Feb 6, 2025

Vickers, Cher

From: Megan Galbraith [REDACTED]
Sent: Thursday, February 6, 2025 12:40 PM
To: Vickers, Cher
Subject: 1 Lafayette

Follow Up Flag: Follow up
Flag Status: Flagged

Hello Ms. Vickers,

I am writing in support of 1 Lafayette's request for a PILOT. I am a Newburgh native - born in St. Luke's, and an alumna of Horizons, North Junior High (when it existed!), and NFA before leaving for college and NYC living until Covid/2020. My husband and I moved back to Newburgh and are homeowners here. We are proud to live here and look forward to raising our daughter here.

One of the many reasons we are proud to live here is the consistent effort by many to make this a thriving, livable City for a diverse population - no small task!

I am in support of 1 Lafayette because of the wide range of impact it can have on Newburgh across small business commerce, mixed- ratio of affordable and market rate housing, and safety improvements. I support a PILOT for this specific development with the hope that it creates momentum for the City in its pursuit of sustainable development with a strong balance of affordable and market rate projects in the future. While the PILOT seems long, it also appears to be necessary for a project of this size and scope.

Having reviewed the financial analysis, I trust that the boards and agencies involved are doing their due diligence to pressure test all options that are both positive for the City and for helping smart, responsible development occur. Have 10,15,20 year timetables also been reviewed? I also request and trust that while this particular PILOT may be granted, that it does not set a multi-decade PILOT precedent for future development and that per project PILOTS (when/if necessary) are reviewed in their context of financing and impact on the City.

Thank you,
Megan Galbraith

Vickers, Cher

From: Michele Basch [REDACTED]
Sent: Wednesday, February 5, 2025 5:02 PM
To: Andrew Schrijver; Vickers, Cher
Subject: Re: 1 Lafayette - IDA Public Comment - Letter of Support

To the City of Newburgh IDA and all concerned parties,
I support the project at 1 Lafayette Street, Newburgh NY 12550 and the requested Pilot.
A project of this size and scope can not come to fruition without a Pilot and the required Pilot for funding is 30 years, as I understand it. This could be seen as a disadvantage to the City, to be clear the dirt lot is currently generating around \$9,000 in taxes.

The advantage to the city will be an increase in population:

1. Construction workers in all fields: electricians, plumbers, builders, etc.. will be the first to drive an increase in foot traffic, sales and sales taxes, to our current businesses.
2. Increasing density with residential opportunities for all income levels, in addition to retail spaces, will drive foot traffic in Newburgh's commercial corridor, driving job opportunities, sales and sales tax revenues.
3. The project will renovate infrastructure and streetscape, which is currently in a rather shabby state. There could be some hesitancy regarding a 30 vs 10 year Pilot, but if the goal is to provide more housing, this is necessary.

If the goal is to provide mixed income housing, affordable to market rate, this is necessary.

If the goal is to increase Newburgh's commercial value, this is necessary.

Please contact me with any questions or concerns

Best

Michele Basch

Resident and Business owner in the City of Newburgh

On Fri, Jan 31, 2025 at 5:45 PM Andrew Schrijver [REDACTED] wrote:

Hi all,

I was able to speak with the majority of individuals today; so thank you for taking the time.

For those of you I didn't speak with, 1 Lafayette is currently engaging the City of Newburgh IDA in order to obtain a PILOT. This project encompasses 145 housing units (127 Affordable/Work Force & 18 Units Market Rate), as well as 11,000 SF of retail fronting Liberty Street.



At the public hearing last week, there were some residents that came to speak out against the project based on our request for a 32-Year Pilot, which they felt was too long (will address this below).

There is still an opportunity to lend your support and I'm hopeful that you can take the time to provide a unique written comment as to why this project should be supported by the IDA for a variety of reasons (including your own).

Some reasons to consider:

1. Need for Housing

The Hudson Valley (as is much of the nation and Newburgh in particular) is experiencing a housing crisis, and it is incumbent upon municipalities and their IDA's to utilize every tool at their disposal (including PILOTS and other abatements) to ensure well sighted, mixed income projects which seek to address housing affordability are financially viable, given prevailing interest rates, costs of construction (labor and material) and the challenge to getting projects entitled (municipal approvals).

We know beyond a doubt there is an affordability crisis; but in case anyone wants specific figures to back this up:

<https://www.pattern-for-progress.org/outofreach2023/>

<https://www.pattern-for-progress.org/wp-content/uploads/2023/09/2023-Out-of-Reach.pdf>

2. Liberty Street Commercial Corridor & Neighborhood

This empty lot has been a feature of Newburgh since the original factories once located here burned down in 1981. Reconnecting the two halves of Liberty Street by providing an well considered infill development geared towards residents and businesses will help to strengthen and support the existing businesses and community by ensuring:

- a. Additional residents and thus customers (up to 300) will engage and patronize businesses, ensuring the Liberty Street Commercial Corridor remains viable and strong, not to mention additional sales tax revenue and job creation as a result of a demand for services.

- b. Create a sense of safety and liveness through increased foot traffic, ensuring [Eyes on the Street](#).
- c. Increase in the types and [agglomeration](#) of businesses from new commercial spaces for lease, yields a more attractive and thus successful commercial district.

To say nothing of the positive visual impact of a project that went through three different land-use committee approval processes (ARC, Planning & ZBA).

3. Construction Spending Impact

The impact from the construction of the building will be manifold; including new and continuing employment opportunities for construction workers from Newburgh and the surrounding area, as well as construction material suppliers.

In addition the impact of those construction workers populating the downtown and spending money during their lunch breaks at local businesses while constructing the premises will be substantial.

4. Net Gain in Property Tax Revenue

Currently the lot generates approximately \$9,321 in tax revenue as of this fiscal year, over the course of 32 years graduated for increases in the city budget at 2%, that would work out to about \$412,222 in revenue.

Our PILOT agreement anticipated payments of \$8,394,593, which is 20X the amount of revenue the municipality and school district would receive if nothing were to be built. In aggregate the PILOT payments are more than the amount of the requested abatement.

To those that may perceive that additional residents results in increased services required of the city, that is somewhat true. However, those increased costs associated with those services do not offset the net gain to the city in terms of revenue from property taxes and sales tax.

Newburgh is a city that once accommodated 55,000 plus people. The infrastructure we maintain (streets, sewers, sidewalks, lighting, ect) was designed for that many people and remains fixed. Creating density, so that more residents and a larger tax base supports those fixed costs are ultimately a net gain for residents and taxpayers.

5. Fundamentals of Workforce/Affordable Housing Financing

The two lead state agencies (HFA & HCR) which fund workforce/affordable housing projects in the state of New York, do so by issuing tax credits on behalf of the state to fund these projects. In addition, a lending institution will need to offer a standard construction and permanent mortgage.

Because the rents for the majority of the units (127) are restricted, hence the affordability of the project, the state, our tax credit investor (a private financial institution) and our lender (which will provide a 30 year mortgage) will not fund a project unless corresponding expenses are controlled.

While it is possible to project and control certain unfixed costs (such as maintenance, property management, repairs and energy--we are close to implementing solar and geothermal so all building related energy costs are fixed) we cannot control the city budget or the tax levy. The State agencies, the

tax credit investor and the bank will not fund the project unless costs are fixed for the length of the mortgage.

We are requesting a 32 year PILOT, because that is standard operating procedure for a project receiving this type of supportive funding and a mortgage. We are not asking for more than is required for this project to be funded.

Further, the State (HCR & HFA) expects that a municipality will stand alongside it and invest a proportion of future potential tax revenue to support and ensure a project is financially viable, for which the state is investing through tax credits and grants, over **40 Million** to ensure affordable/workforce housing and economic development opportunities for Newburgh's downtown. Those are state tax dollars and grants that we are receiving, above and beyond any other municipality in the State of New York.

6. Conclusion

I apologize, as I know this is a lot to digest. I would greatly appreciate it if you could take the time to craft a letter or email in your own words to support this project and send to Cher Vickers:

idadirector@cityofnewburgh-ny.gov

Please note that these letters and emails must be received by:

Wednesday, February 5th 2025.

I'm hopeful the case I've made will help you to craft a unique email that reflects these facts, and also incorporates your own reasons for supporting the project.

I am also attaching the following in addition:

1. *1 Lafayette - Letter of Support Template*
2. *Findings - Reasonableness Test - 1 Lafayette*
3. *v2Report - Economic and Fiscal Impact - 1 Lafayette*

These two reports provided by the economic development consultant employed by the IDA, confirm that the positive economic impacts of the project justify the provision of a PILOT for the amount and time period requested.

I will highlight that the Economic and Fiscal Impact Report determines (on page 18) that the Benefits to Cost ratio is 18.99. In simple terms, that means that for every dollar spent on the project, there is a corresponding expenditure of 19 dollars over the period of the PILOT. That is an impactful multiple, much higher than most projects that come before the IDA.

Please also review the Operational Phase impact of the Economic and Fiscal Impact Report on Pages 8-11.

Focussing on the length of time of the PILOT is short sighted and fails to take into account all of the huge positive impacts of this project, and I encourage you to underscore that point in your communication.

Should you have any questions, don't hesitate to reach out.

Warm regards,
Andrew

Nadia Tarr

02.04.24

Cher Vickers
Director, City of Newburgh IDA
83 Broadway, Third Floor
Newburgh, NY 12550
Via email: idadirector@cityofnewburgh-ny.gov

Subject: Letter of Support - 1 Lafayette

Dear Ms. Vickers,

I hope this letter finds you well. I am writing to express my support for 1 Lafayette, a mixed-use residential and commercial project, and its application to receive a Payment in Lieu of Taxes (PILOT) from the City of Newburgh IDA. I believe this project will contribute positively to the community by fostering economic growth and providing much-needed commercial opportunities.

I am supporting this project because of Mr. Schrijver's exemplary track record in the development of the foundry. He has proven his vision, bandwidth, and management skills in bringing that project to life, and I believe his investment in this endeavor will aim even higher and succeed.

Thank you for your attention to this letter of support.

Sincerely,
Nadia Tarr

From: [Naomi Hersson-Ringskog](#)
To: [Vickers, Cher](#)
Subject: Letter of Support - Lafayette 1 Must Succeed- IDA needs to pass their pilot
Date: Tuesday, February 4, 2025 1:59:52 PM

Cher Vickers
Director, City of Newburgh IDA
83 Broadway, Third Floor
Newburgh, NY 12550
Via email: idadirector@cityofnewburgh-ny.gov

Dear Ms. Vickers,

I am writing to express my support for 1 Lafayette, a mixed-use residential and commercial project, and its application to receive a Payment in Lieu of Taxes (PILOT) from the City of Newburgh IDA.

As someone who is working with several business owners and property owners of downtown Newburgh, this is a project that is vital to their survival. This housing project will contribute positively to the community by fostering economic growth and providing much-needed housing and commercial opportunities. Just this week two businesses are closing on the Liberty Street corridor. The increase of density will also deter more crime which hampers our quality of life. Furthermore, by welcoming more people to our community, we support other efforts whether its cultural programming that many of our not for profits organize or increase use of our public transit systems (bus or ferry or even bicycling and walking). This begins to shape the vision we want to see which is a vibrant downtown, a vibrant city. But it can only happen if we build it.

We cannot afford to be a community of nimbys yet say that we are a city of possibilities. As Newburgh has very few actual shovels in the ground, we can hopefully demonstrate with this infill project what we desire and incentivize other developers, who take a major financial risk, in choosing Newburgh as a place to build community.

Thank you for your attention to this letter of support.

Sincerely,

Naomi

--

Naomi Hersson-Ringskog, AICP
DEPT OF SMALL INTERVENTIONS
www.dosmallinterventions.com



Vickers, Cher

From: Ottenhoff, Sam [REDACTED]
Sent: Monday, February 10, 2025 11:53 AM
To: Vickers, Cher
Subject: Support for 1 Lafayette & 104 Washington Street Projects

Dear Executive Director Vickers,

I am writing to express my support for the proposed affordable housing projects at 1 Lafayette and 104 Washington Street. These projects are crucial for addressing Newburgh's pressing housing needs and revitalizing vacant properties. As you are aware, ground-up market-rate development, whether single-family or multi-family, is currently financially unfeasible in Newburgh. Expanding the tax base with projects like these is vital to the city's long-term stability.

Until market conditions improve, the IDA's role is critical. We need the IDA and the City to secure the best possible agreements for Newburgh residents, while also understanding that failing to reach agreements will mean these properties remain undeveloped and unproductive. This would be a significant setback for the city.

Therefore, I urge all parties – including lenders, developers, city permitting departments, and the IDA – to move forward decisively with these projects. The increased density and economic activity they will generate are essential, providing much-needed forward momentum for Newburgh's growth. We are relying on collaborative effort to bring these beneficial developments online as quickly as possible.

Respectfully,

Sam Ottenhoff
[REDACTED]



To Whom it May Concern,

I am writing to express my strong support for the project at 1 Lafayette, which includes the requested 32-year PILOT. This development is not just an opportunity to revitalize an empty lot but a crucial step towards addressing the pressing housing crisis we face in Newburgh and the Hudson Valley region.

The need for affordable housing is urgent; many residents struggle with rising rents and insufficient options. This project will provide much-needed mixed-income housing, making it financially viable amidst today's challenging construction landscape.

Moreover, transforming Liberty Street will bolster the local economy. With the potential to add up to 300 new residents, local businesses will benefit from increased foot traffic and patronage, leading to job creation and additional sales tax revenue. The project will enhance community safety and vibrancy through a more active commercial corridor.

Additionally, the economic impact during construction will further support our local workforce, providing jobs and stimulating spending in the community. The anticipated increase in property tax revenue from this project far exceeds what the vacant lot currently generates, ensuring a net gain for the city.

I understand concerns about the length of the PILOT; however, it is important to recognize this is standard for similar projects and vital for their financial viability. The state is investing significantly in our community through this initiative, and we must stand alongside it by supporting the development.

In conclusion, I wholeheartedly support the approval of this project and the requested PILOT. It represents an essential opportunity for economic development and housing improvement in Newburgh. Thank you for considering my views on this matter.

Best,
Sam Satanovsky
Founder

Toasted
45 Liberty St
Newburgh, NY 12550
www.toastednewburgh.com



Wendy W. Smith



Cher Vickers
Director, City of Newburgh IDA
83 Broadway, Third Floor
Newburgh, NY 12550
Via email: idadirector@cityofnewburgh-ny.gov

Subject: Letter of Support - 1 Lafayette

Dear Ms. Vickers,

I hope this letter finds you well. While my current mailing address is in upstate NY; I am a property owner in the City of Newburgh and in a few months will be a fulltime resident.

I am writing to express my support for 1 Lafayette, a mixed-use residential and commercial project, and its application to receive a Payment in Lieu of Taxes (PILOT) from the City of Newburgh IDA. I believe this project is deeply needed in the community and will show positive outcomes by fostering economic growth, creating jobs, providing much-needed housing, expanding commercial opportunities, and creating revenue where there currently is none.

I think in this situation the IDA should be careful to not look at Newburgh through the lens of a more developed and less challenged city. It is true that Newburgh has a housing crisis but it is also limited in the realm of economic development and opportunity for its residents. The developers of 1 Lafayette are not building market rate housing with potential clients outbidding each other to gain a spot as a resident. On the contrary, the developers of 1 Lafayette are constructing a building with 148 units and only 18 of them will be market rate. Current development costs are astronomical and the pressures that are put on affordable quality developers is unimaginable; it is almost impossible to build. If this were a market rate developer looking to only maximize profit it would be one thing to have those developers pay into the tax base at a market rate. But the 1 Lafayette developers, who have a proven quality track record in Newburgh, are working hard to provide the city with something it needs, urban infill, majority affordable housing, with commercial/retail spaces as well.

Currently the city receives less than \$10,000 a year in taxes for the lot and if the IDA is only looking through the narrow prism of property taxes, then there is a lot that will be missed and most likely no one will ever be able to build a building on that site. Currently the site of 1 Lafayette is a seemingly abandoned dirt lot that feels unsafe, and has no way of generating revenue. Aggressively empty lots like this deters people from opening business in the area because they don't know if they will be economically

viable and many of the existing businesses currently struggle because there is not enough foot traffic to fill the need. Beyond that, business owners want their customers and employees to be safe, which is not always possible around an empty vacant lot.

I urge the IDA to look at what it will be gaining. A building like 1 Lafayette is essentially an economic multiplier for the city. It will bring more permanent residents to the downtown business district creating demand for goods and services in a walkable radius. This demand will not only benefit the new commercial spaces built but all the currently existing businesses on Liberty Street as well. Having a building instead of an empty lot calms the atmosphere and encourages more people to move into the area because it will be economically and atmospherically vibrant. Other developers will then look at the area and see the equation of people, businesses, and demand for housing and will consider Newburgh as a place to build or renovate. There has to be a leader project that people can see, experience, and understand to know that it is actually possible to live, work, shop, and build urban infill buildings in downtown Newburgh. The tangible and intangible upside of this project seem to squarely justify the PILOT status of this project.

I appreciate your time and consideration in reviewing this matter. Please let me know if any additional information is required. I would be happy to discuss this further at your convenience.

Thank you for your attention to this letter of support.

Sincerely,

Wendy W. Smith