

January 28, 2022

Zoning Board of Appeals Town Of Guilderland Guilderland Town Hall 5209 Western Tpk. Guilderland, NY 12084

RE: Phillips Hardware's variance to permit the installation of signage

Dear Board Members,

On behalf of the Capital Region Chamber, I write to inform you of the Chamber's support of the variance request that has been submitted to the Zoning Board of Appeals by Jon Phillips, owner of Phillips Hardware. The Chamber's roots trace back to 1847 when organized as the Albany Board of Trade. Our goal is economic prosperity for our business members and our community. Representing 2,800 businesses and nonprofit organizations from throughout the Capital Region, including within the Town of Guilderland, which employ more than 160,000 area residents, we are the largest chamber of commerce in the region.

As you know, the Phillips family has a long and deep commitment to the Capital Region. As a family-owned business since 1886, their longevity and commitment to our community should be applauded and supported. Phillips Hardware is an invaluable asset to residents of our town and those of surrounding communities. In addition to being a great business and employer, Phillips Hardware and the Phillips family have supported countless charities and worthy causes over the years. I have personally witnessed Jon and his family's commitment to our region's military families, members of our disabled community, and our athletic teams. Importantly, throughout the current pandemic, Jon has ensured that his hardware store is stocked with products that are in high demand but in short supply. This is because Jon continues to drive countless miles and hours in search of goods that he knows his community needs. He and his hardware store have well served our town.

Jon's vision for his family's new store and his perseverance to see this project through, not just for his personal financial benefit, but for the benefit of his community is commendable. Now, the town has an opportunity to make certain that Phillips Hardware not only continues its 136-year run but thrives well into the future. Our community depends on our small businesses, and our local governments must set reasonable, commonsense policies that ensure their continued viability.

As to Jon's request for a variance to locate two signs on his new building, the Chamber believes it is a reasonable request and warrants the approval of the Zoning Board of Appeals. Jon has acted in good faith. He has listened to members of the Zoning Board of Appeals, as well as

Page 2 of 2

feedback from the community, and he has amended his original request accordingly. The signs that Jon now proposes are sensible in size and appearance. They will allow him to attract new customers without negatively impacting the appearance or character of the surrounding area. In this economy, attracting new customers is more important than ever to ensure the sustainability and growth of any business, particularly a small family-owned business.

The Chamber appreciates the Board's concerns regarding setting a bad precedent. However, a variance, by its very nature, allows the Zoning Board of Appeals to make an exception to the rule on a case-by-case basis. The Chamber believes that this is one of those cases in which the Board should grant a variance.

As the Vice President of Government Relations for the Capital Region Chamber and as a proud resident of the Town of Guilderland, I respectfully request that the Zoning Board of Appeals approves Phillips Hardware's request for a variance to permit the installation of signage at its property located at 6495 Rt 158, Altamont, New York. Thank you in advance for your consideration of the Chamber's position.

Sincerely,

Thomas J. O'Connor

Vice President, Government Relations

UNITED TO DRIVE ECONOMIC PROSPERITY WITH ONE VOICE; ONE MISSION, ONE REGION.

capitalregionchamber.com | 518.431.1400

January 31, 2022

Thomas Remmert
Town of Guilderland Zoning Board Chairperson
5209 Western Turnpike
Guilderland NY, 12084

Dear Mr. Remmert,

My name is Danielle Walsh, I am the Executive Director at the Guilderland Chamber of Commerce. I am writing to voice my support for the 6517 Route 158 – Phillips Hardware Sign Variance application. From a business, and specifically retail standpoint, I believe the updated application is a reasonable and appropriate request. With the recent re-build of Phillips Hardware on Route 158 they have added approximately 7,000 square feet to offer new services and products. Phillips Hardware is no longer just a Hardware store, but offers household items, cleaning products, clothing, and much more. A business which expands their offerings should be allowed to appropriately identify those brands & services on their building through signage.

Phillips Hardware is a multi-generation family-owned business which has decided to invest in and expand their business within Guilderland Center. They support many community non-profits and charities at their many locations. A business cannot be expected to only survive on the existing customers that know of them in any given community. One of the goals of the redevelopment project at 6517 Route 158 was to increase traffic to their business. We understand that the requested square footage exceeds the allotted amount under the Town's signage code. We believe this is an appropriate request based on the nature of Phillips Hardware's business and recent renovations at the site.

I appreciate your time and consideration.

Sincerely,

Danielle Walsh Executive Director, Guilderland Chamber of Commerce

Please Note: The above comments do not necessarily reflect the views of the entire Guilderland Chamber Board or Members.

January 28, 2022

To Whom It May Concern:

Please accept this letter supporting additional signage at the new Phillips Hardware location in Altamont. This being a newly developed corner in town, emphasis should be on promoting a local business in a world where the big box stores have virtually eliminated the hard-working local business owner. Any additional signage is welcome and will increase exposure and traffic to a wonderful local hardware store!

I have known the Phillips family for over 30 years, originally professionally and subsequently and currently, personally. You are hard pressed to find a family more dedicated to, and involved in the Capital District community.

Whatever we can do to support Phillips Hardware and all small business owners in the Capital Region, my family and I are 100% in favor of!

Respectfully,

Jim Colbert

Chief Operating Officer

Capitol Development Corporation

518-441-6711



Jonathan Phillips <jp.hardware@shopphillips.com>

Letter of Support

Nicole McCutcheon <nmccutcheon.design@gmail.com>
To: Jonathan Phillips <jp.hardware@shopphillips.com>

Mon, Jan 31, 2022 at 3:42 PM

I support large brand signage on the front exterior wall of Phillips Hardware! It's important to let community members know what is offered at this location

The Phillips family uses their traffic to financially support and raise awareness for many non-profits and community activities. These signs will assist with their increase of traffic that will result in more awareness for community programs and funds raised for the local economy

This is a newly developed business corner, it makes sense for increased signage to support these businesses.

Thank you, Nicole McCutcheon Altamont Resident

PETITION FOR PHILLIPS HARDWARE

BUILDING SIGNAGE

Phillips Hardware is seeking approval to have their large brands shown on front exterior wall. One sign is Benjamin Moore and the other sign is split between Carhartt and Stihl. These our large departments that when known by neighbors can result to increase traffic at a location. If you are interested in support of these signs please add your name to the petition on the next page with your address. You can also submit a letter of support and email to Jon Phillips at jp.hardware@shopphillips.com



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