

Ulster County

From: alex.lomasney@romeokia.com
Sent: Monday, November 22, 2021 5:02 PM
To: Ulster County
Subject: Letter in Support of Romeo Kia

To whom it may concern,

This is my letter to the IDA in support of the Romeo Kia move/project. This project is personally important to me for the following reasons:

- The growth will increase my income
- The facility is in desperate need of an upgrade and I would like to come to a nice building to work
- Customers complain about the Current facility
- We lose business to other shops because of the facility/ location
- The current facility is hard to find and hard to drive in and out of
- The current facility is preventing us from growing not only as a business but as a Kia brand
- EN infrastructure is not an option at our current location, and does not support sales/ service of EV vehicles.

Thank you
Alexander Lomasney
Lifetime ulster county resident

Ulster County

From: andi bartczak <andiwbartczak@yahoo.com>
Sent: Thursday, November 25, 2021 2:58 AM
To: Ulster County; Andi Bartczak
Subject: Romeo Kia PILOT

I see no need for our tax money, as a PILOT, to be given to a thriving business, Romeo Kia. PILOTs take tax revenue away from our schools and municipalities. This should be done only when it is absolutely necessary to help a small business.

Andi Weiss Bartczak
Gardiner NY

Ulster County

From: Elizabeth Conger <info@ulstercountyida.com>
Sent: Sunday, November 14, 2021 7:57 AM
To: Ulster County
Subject: Ulster County IDA (Elizabeth Conger)

Name

Elizabeth Conger

Email

[XXXXXXXXXXXXXXXXXXXX](#)

Message

No, no, no on tax breaks for Romeo Kia. Cars are unaffordable right now for working class Americans. Car dealerships are raking in the money. It is unjust to grant these tax breaks on the backs of home owners in Ulster County!

Sent from [Ulster County IDA](#)

Ulster County

From: Jay Edelman <XXXXXXXXXXXXXXXXXX>
Sent: Monday, November 15, 2021 7:19 AM
To: Ulster County
Subject: Romeo PILOT proposal

As a tax paying resident of Ulster County, I agree with Executive Pat Ryan's **denial** of a PILOT agreement with Romeo Companies. Furthermore, there are other entities in Ulster County that need reviewing to re confirm that they still qualify for their tax-deferred or tax-exempt status.

Jay Edelman, Town of Esopus

Ulster County

From: kari.wendt@romeokia.com
Sent: Monday, November 22, 2021 4:49 PM
To: Ulster County
Subject: Romeo Kia Pilot Project

To Whom It May Concern:

Thank you for taking the time to read this email. I am a resident of Ulster County and am writing in support of the Romeo Kia PILOT.

I am an employee of Romeo Kia Of Kingston and have worked here for 4 years. Romeo Kia followed the letter of the law when making their application to the IDA. They completed the 37 page application under the IDA's existing rules, which outlined all the reasons why they qualify for the PILOT. Over the course of 6 months, Romeo Kia and the IDA reviewed the figures and the application, held a public hearing, and, in May, the IDA unanimously approved the Romeo Kia PILOT. For 4 months, the project sat on the desk of the Ulster County Executive Patrick Ryan until he finally denied the project this week.

The project brings huge benefits to Ulster County in the following ways:

1. The project will generate \$37,500,000 in projected sales tax revenue over the next 15 years. On top of this, the project will generate millions of dollars in payroll tax revenue. These are funds that go straight to local, county, state and federal governments.
2. The project is expected to add at least 18 new jobs. As I am an employee, I can confirm that these are good jobs, with a good employer, at a good pay rate. There is room for growth in these jobs with promotions and rate increases, and many employees have been with the company for 5 or more years.
3. The car dealerships bring in visitors to Ulster County from many locations, including Dutchess, Greene, and Columbia Counties, along with people from NYC, NJ, CT, PA and many other states. When these visitors come to buy cars, they are also buying gas, food and other items that support other local businesses and bring in more tax revenue for the County.
4. The project committed to using at least 75% local construction labor. The company has many customers who are local businesses and employ other local residents. It is anticipated that 50 - 100 people will work on the construction of this project, which creates more opportunities, income, jobs and job security with local residents.
5. All of the Romeo stores are supporters of the community. Not only do they employ many residents, pay millions in taxes, but they also support community events like their annual holiday party for kids, Toys for Tots, the Salvation Army Stuff the Truck for school supplies, sponsoring charity tournaments,

sponsoring Little League teams, and sponsoring bowling teams, race cars and other pursuits of their employees.

6. The current building we are in on Schwenk Drive is preventing us from growing. The customers complain constantly regarding getting in and out of the driveway

It appears Mr. Ryan disagrees with the nature of the IDA approval process, which should be a matter discussed between Mr. Ryan, the Legislature, and the IDA. Romeo Kia followed the existing process and was approved and should not be caught up in political maneuverings that are outside the scope of their application. Please urge Mr. Ryan to reconsider his decision so that Romeo Kia can move forward with construction, the creation of jobs and generating tax revenue to support the County.

Thank you,

Kari Wendt

Kingston , NY



November 16, 2021

To: Ulster County IDA
From Ulster County Regional Chamber of Commerce
Re: Romeo Kia

The Ulster County Regional Chamber of Commerce, the largest business advocacy organization in the region, has a long record of supporting business growth and expansion. We believe that the success of our region is very much dependent on the strength of our local small businesses. Without growth, without new and expanding businesses, without new job opportunities, our region will regress.

It is for those reasons and more, the Chamber of Commerce is writing to support Romeo Kia's application for a 485-B tax reduction.

As I believe you are aware, Romeo Kia's lease on Schwenk Drive in Kingston will be expiring soon and they must move to a better location. Their current location in Uptown Kingston has been a challenge for Romeo Kia for some time now, due to lack of parking, space for inventory and the lack of amenities.

Romeo Kia has the opportunity to move their franchise to the town of Ulster, adjacent to another dealership the Romeo family owns and operates on Route 9-W. They are preparing to commit millions of dollars at their new location, providing additional space for customer parking, EV charging stations and an expanded service department.

Their new location is estimated to generate approximately \$2.5 million in annual sales tax revenue. They will add 18 new good paying jobs to their payroll, and they are committing to employing at least 75% of the construction workforce from local labor.

Rather than lose Romeo Kia to another region of the state, or outside the state, the Chamber of Commerce supports their 485-B application, as well as their requested sales tax, and mortgage tax incentives.

Please let me know if you have any questions.

A handwritten signature in black ink that reads "Ward Todd".

Ward Todd, President

Ulster County

From: Mike Rose <msrfrogkia@gmail.com>
Sent: Thursday, November 18, 2021 2:56 PM
To: Ulster County
Subject: Romeo Kia project

To whom it may concern,

I'm writing in support of the new Kia building in town of ulster .

I'm currently an employee of the the schwenk Dr. Location . This location in particular is hampering our ability to achieve the highest customer satisfaction ratings which are important for my production and customer satisfaction based pay. That is the norm in this industry.

The issues we face in the uptown location are poor infrastructure of the area. Pot hole ridden roads. Homeless drug addled vagrants urinating all over. Openly using hard drugs.

Due to the fact that customers do not like our facility location they then report on a survey from Kia motors america various questions about facility parking, ease of entrance from the street , interior amenities and so on. A negative score impacts my paycheck in a way I have no control over.

If Kia can not get to a suitable location quickly I fear I might have to leave the company after 9 years of service to work in a more pro business environment such as the Albany area which has many modern automotive facilities to choose from. It would be a shame for the county to loose the middle class jobs and all the sales tax from local employees due to political bs and the inability to come to a fair agreement in the building and permit process. It seems when the "big corporate" businesses want to build something it gets the green light quickly and with no eagles nesting. Seems odd or maybe coincidence . Or maybe one hand is washing the other.

Whatever the case I'd like not to have to relocate my career to Albany due to permits ,eagles and tax breaks.

Ulster County

From: Patty Van Dyke <patty@romeoautogroup.com>
Sent: Monday, November 22, 2021 2:35 PM
To: Ulster County
Subject: Romeo Kia new building proposal

Hi,

I would like to voice my support for the building project that Romeo Kia of Kingston has proposed. I have been with the Romeo Auto Group for over 30 years and have come from the tiny Carriage Traders used car store in upstate (pre-computer days) to currently having multiple locations, 3 of which are in Ulster County. Our dealership prides itself on treating guests as family, as it should be. And it is a family run business. All the stores have family scattered within them! There are many, many pros to making this project happen.

Have you ever been inside our current building? If not, maybe you should. It will give you a good idea of what we work in on a daily basis. If you can't make it over, please watch the video link below (excuse the bad footage, it was really for internal use only). Keep in mind, this video is from **10 years ago**. There have been some upgrades done to keep us going but it truly is dilapidated.

https://1drv.ms/v/s!AujQD_O-TcjRgtAYmHp58ZPD5m7N9A?e=ER79Ab

This video was taken when we had our GM store in this building and were moving to Ulster Ave to our brand new building. Once we moved, it was amazing to see the employees attitudes rise and the customers reactions to our wonderful new Chevy store. We outgrew the location as a Chevy store and now have outgrown the Schwenk location as a Kia store. I think that says a lot. Growth is good (sometimes painful). All our Kia employees will have that rise in their attitudes; customers will have that awesome reaction as well coming into our new Kia location (especially our repeat customers from Schwenk Drive). Hey, most car manufacturers require dealers to do huge upgrades and that's because pretty, clean, airy and inviting environments attract customers! Romeo Kia will see a huge growth spurt. When we left Schwenk Drive as a Chevy store and moved to Ulster Avenue, our sales DOUBLED! This too will happen with our Kia store, if you let it. I don't know much about tax revenue and government things but I do realize that if you have a successful, profitable business everyone prospers, towns, cities, states, counties, owners. And, by the way, there's nothing wrong with making a profit... it's how we all eat, right!

We are family run... think about it, would you want to come into our Schwenk Drive store to purchase a brand new Kia, possibly spending \$30,000 or \$40,000 dollars??? We are sooooo out of space. Please consider letting this project move forward. We've waited for years for this.

Thank you for your consideration and please keep on open mind!

Patty

PS ...and, yes, I am a family member as well 😊

Patty VanDyke

Customer Service/Trainer

Mobile: (518) 744-4865 • **Phone:** (518) 793-5611

Email: Patty@RomeoAutoGroup.com

www.RomeoAutoGroup.com

Carriage Traders • Romeo Chevrolet Buick GMC • Romeo Kia of Kingston

Romeo Ford of Kingston • Romeo Toyota of Glens Falls • Romeo Auto Outlet

Your success is defined by the quality of service you provide.

Ulster County

From: Shawn B <sbchevy87@yahoo.com>
Sent: Friday, November 19, 2021 11:06 AM
To: Ulster County
Subject: Romeo Kia

My name is Shawn Bascone I am a two time homeowner in Lake Katrine New York. I have spent my whole life in Ulster county. I am writing to support this break for Romeo Kia for the following reasons. One a quick Google search shows they employ a substantial amount of of Ulster count resident as well as give back to the community, the last thing on there Facebook page is a \$15,000 Donation to lost first responders in 911. Not only is this a great family to have build businesses in this community the little bit of help they're asking for is extremely outweighed by the sales tax revenue, payroll tax, building and planning fees/income, additional well paying jobs and ease of access for customers. This is absolutely a no brainer to support this company in growing.