

October 26, 2019

Mr. Daniel P. McCoy  
County Executive  
Albany County  
112 State Street, Room 1200  
Albany, New York 12207

Mr. McCoy:

Please accept this letter as my request to purchase the property at 10 Elmwood Road in Menands, New York. The property is currently owned by Mr. Edward Gardner. Albany County is in the process of foreclosing on the property for unpaid real estate taxes. My company, Adirondack Records Management is the sole tenant in the building. My desire is to purchase the property so that we can maintain this operation in Albany County.

Adirondack Records Management was formed in 1997. We provide record storage and management services for clients throughout the Capital Region. We serve all of the hospitals in Albany, Amsterdam and Hudson, the State University of New York, the New York Canal Corporation, law offices, private physicians and other professional organizations. In 2012 I formed Learned Street Properties and bought the property at 45 Learned Street in Albany at which Adirondack Records is the primary tenant. Learned Street Properties is in the final approval stage with the City of Albany to convert an unused building on this parcel into ten apartment units. Please know that all school and property taxes related to this property are current.

In 2013 Adirondack Records was selected to be the exclusive records retention and management provider for St. Peter's Health Partners. To accommodate the influx of over 25,000 cartons of medical records, Adirondack began renting the warehouse at 10 Elmwood Road. We have expanded in that facility and now there are over 75,000 cartons of records in storage. Our clients require prompt access to and guaranteed confidentiality for their records. These requirements along with the volume of cartons would make a relocation very problematic.

In the spring of this year, Mr. Gardner offered to sell me the property in question. I hired a licensed real estate appraiser, Mr. Scott Bellcourt, to determine the market value of the building. His appraisal process was suspended when he notified me of Mr. Gardner's real estate tax issues. Mr. Bellcourt submitted a completed appraisal on October 7, 2019. A copy of that appraisal is included with this letter. I am offering to purchase the property at 10 Elmwood Road for the appraised value of \$170,000.00. The final contract of sale would be subject to my attorney's approval.

Mr. McCoy, although Adirondack Records is a small company, we provide a valuable service to our clients as well as steady employment to our staff. For the past twenty years we have maintained a staff of one dozen employees. We have hired graduates of local high schools, business schools and community colleges. We employ truck drivers, warehouse and clerical staff. Maintaining our operation in Menands would enable Adirondack Records to continue providing this level of employment opportunities.

Adirondack Records is also eager to make the improvements that the property in Menands requires. The electrical system in the warehouse needs extensive upgrades and we would like to have our sprinkler system vendor, RBM Guardian inspect that system. We would also remove the scrub trees and overgrowth that currently prevent any firefighters' potential access to the building.

I would appreciate an opportunity to meet with you and/or the appropriate county representatives to discuss my purchase offer. I am confident that you and your colleagues will agree that selling the property directly to Adirondack Records Management offers several mutual benefits. Adirondack will be able to maintain an operation in Albany County and complete needed upgrades to the facility. Albany County will protect the interests of one of its small companies and its staff. Albany County will also avoid the costs, legal requirements and uncertainties related to putting the property up for public auction. As a final benefit, Albany County will have the property expeditiously returned to the active tax rolls.

Thank you for your interest and consideration. I will contact your office in the hope of scheduling an appointment.

Respectfully yours,

Donald J. Ball Jr.  
President