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Hudson Valley Building and Construction Trades Council

BUILD IT RIGHT — BUILD IT UNION

**L. Todd Diorio** — *Laborers Local 17* — President
**Mike Ham** — *IOUE Local 825* — Vice President
**Sam Fratto** — *IBEW Local 363* — Vice President
**Tom Gandolfini** — *Plumbers and Steamfitters 373* — Treasurer
**Matt Stoddard** — *Ironworkers Local 417* — Recording Secretary
**Matt Ross** — *Carpenters Local 279* — Vice President

October 27, 2026

Orange County Industrial Development Agency
Board of Directors
Orange County, New York

**RE: Strong Support for the Revised 10-Year PILOT Agreement – Blue Bird/Amazon Project, Town of Wawayanda**

Dear Chairperson and Members of the Orange County IDA Board:

On behalf of the Hudson Valley Building & Construction Trades Council (HVBCTC) and the thousands of skilled construction workers and their families we represent throughout the Hudson Valley, I am writing to express our strong support for the approval of the revised 10-year Payment in Lieu of Taxes (PILOT) agreement for the proposed Blue Bird/Amazon project in the Town of Wawayanda.

This project represents a significant opportunity to create good-paying, family-sustaining construction jobs, generate substantial economic activity, and strengthen Orange County's long-term tax base.

Of particular importance to our Council is the developer's and general contractor's commitment to utilizing local union construction labor. We are currently in the final stages of negotiating a Project Labor Agreement (PLA) with the developer and general contractor, which will help ensure that this project is constructed by highly trained, skilled local union tradespeople who live, work, and raise their families in our region.

The economic benefits of this commitment cannot be overstated. The wages and benefits earned by these workers will be reinvested into our local communities, supporting small businesses, homeownership, and the overall economy of Orange County.

The need for this PILOT agreement is even greater today than when it was originally requested. Over the past year, construction costs have increased dramatically, creating substantial additional financial challenges for this project. We understand that:

- Structural steel material costs have increased by nearly $20 million.
- Electrical material and labor costs have increased by more than $15 million.

These two categories alone represent approximately $35 million in additional project costs over the past year. These are significant increases that directly affect the financial feasibility of moving this major construction project forward.

It is also important to recognize that the proposed PILOT has been reduced from the developer's original request. This represents a meaningful improvement for Orange County taxpayers while still providing the financial assistance necessary to make the project economically viable.

In our view, this is exactly the type of balanced economic development approach that an Industrial Development Agency should encourage: providing reasonable incentives to attract private investment while securing commitments that benefit local taxpayers, workers, and the surrounding community.

We believe the combination of a reduced PILOT, a commitment to local union labor, and a Project Labor Agreement represents a significant win for Orange County. It demonstrates that economic development incentives and strong labor standards can work together to produce positive results for everyone involved.

At a time when rising construction costs continue to threaten major private-sector investments, we should be doing everything reasonably possible to advance projects that create local union construction jobs, expand economic opportunities, and provide long-term benefits to our communities.

We appreciate the Board's consideration and its continued commitment to responsible economic development in Orange County.

The Hudson Valley Building & Construction Trades Council strongly urges the Orange County IDA Board to vote in favor of the revised 10-year PILOT agreement.

Sincerely,

L. Todd Diorio
President
Hudson Valley Building & Construction Trades Council