



## APPLICATION SUMMARY

**DATE:** June 21, 2022

**APPLICANT:** Lemcke Real Estate Holdings LLC  
293 Peck Rd.  
Hilton, NY 14468

**TENANT/PROJECT LOCATION:** RAL Landscape, Inc.  
1921 Brighton Henrietta TL Rd.  
Henrietta, NY 14623

**PROJECT SUMMARY:** Lemcke Real Estate Holdings LLC, a real estate holding company, proposes to construct three buildings on a current vacant 5.7 acre parcel of land in the Town of Henrietta for its tenant, RAL Landscape, Inc. RAL Landscape is a family owned landscaping business that has provided landscape maintenance, snow and ice management and hardscape construction services for 49 years. Two of the buildings will be used as rental space with the third building serving as the new office for RAL Landscape. This location is more centrally located and easier to access for employees and will accommodate current and future growth. RAL Landscape plans to create 9.5 new FTEs in addition to its existing 55.5 FTEs. The \$2.8 million project is seeking a real property tax abatement, mortgage recording tax and sales tax exemption. The cost benefit ratio is 26:1.

**PROJECT AMOUNT:** \$2,809,830 Lease/Leaseback with Abatement  
\$169,708 Sales Tax Exemption  
\$17,913 Mortgage Recording Tax Exemption

<b>JOBS: EXISTING:</b>	55.5	FTEs
<b>NEW:</b>	9.5	FTEs
<b>REQUIREMENT:</b>	6	FTEs

**PUBLIC HEARING DATE:** June 15, 2022

**BENEFIT TO INCENTIVE RATIO:** 26:1

**SEQR:** REVIEWED AND PROCESS IS COMPLETE.

**ELIGIBILITY:** NEW COMMERCIAL CONSTRUCTION WITH INCREASE TO THE TAX BASE

**APPROVED PURPOSE:** JOB CREATION



# Monroe County Industrial Development Agency

## MRB Cost Benefit Calculator



Date: June 21, 2022  
 Project Title: Lemcke Real Estate Holding, LLC  
 Project Location: 1921 Brighton Henrietta TL Rd

### Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

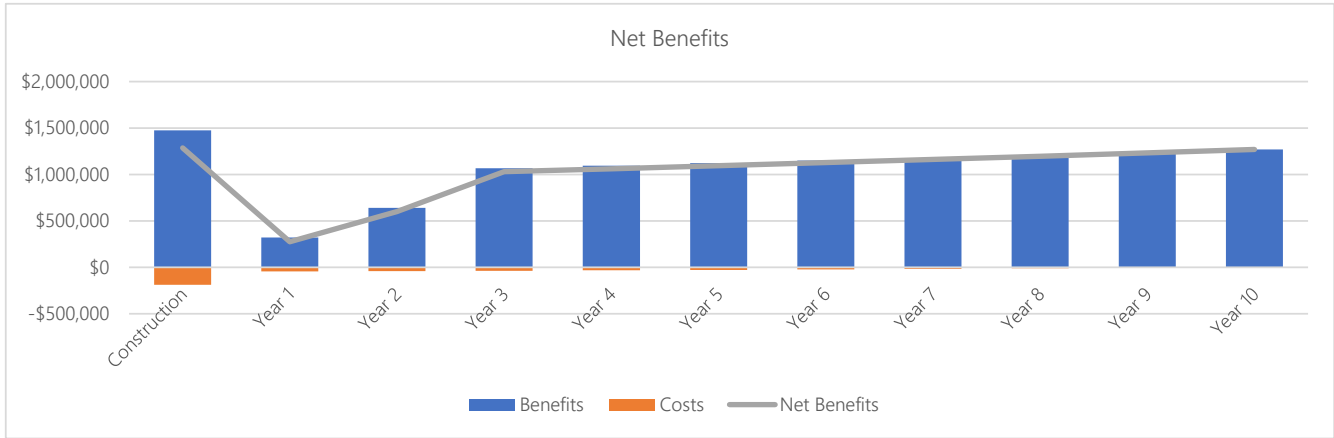
Project Total Investment  
 \$2,809,830

Temporary (Construction)			
	Direct	Indirect	Total
Jobs	9	8	17
Earnings	\$940,998	\$450,262	\$1,391,259
Local Spend	\$2,247,864	\$1,337,844	\$3,585,708

Ongoing (Operations)			
Aggregate over life of the PILOT			
	Direct	Indirect	Total
Jobs	10	5	15
Earnings	\$6,082,376	\$3,334,440	\$9,416,817

Figure 1



Net Benefits chart will always display construction through year 10, irrespective of the length of the PILOT.

Figure 2

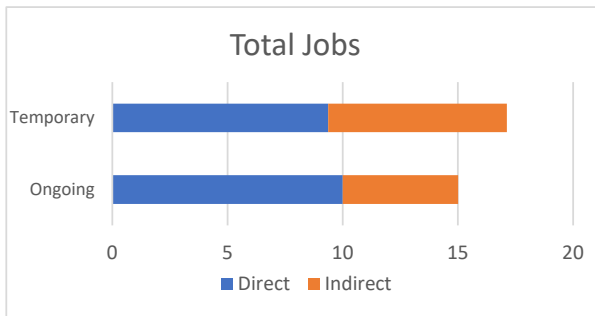
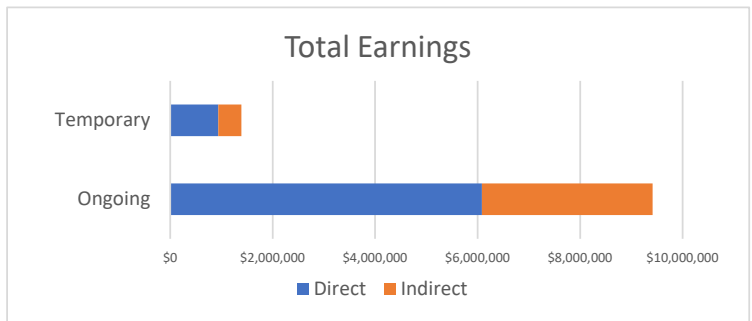


Figure 3



Ongoing earnings are all earnings over the life of the PILOT.

# Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

## Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$238,567	\$221,644
Sales Tax Exemption	\$169,708	\$169,708
Local Sales Tax Exemption	\$84,854	\$84,854
State Sales Tax Exemption	\$84,854	\$84,854
Mortgage Recording Tax Exemption	\$17,912	\$17,912
Local Mortgage Recording Tax Exemption	\$5,971	\$5,971
State Mortgage Recording Tax Exemption	\$11,941	\$11,941
<b>Total Costs</b>	<b>\$426,187</b>	<b>\$409,264</b>

## State and Local Benefits

	Nominal Value	Discounted Value*
<b>Local Benefits</b>	<b>\$11,195,272</b>	<b>\$10,081,086</b>
<b>To Private Individuals</b>	<b>\$10,808,076</b>	<b>\$9,741,993</b>
Temporary Payroll	\$1,391,259	\$1,391,259
Ongoing Payroll	\$9,416,817	\$8,350,734
Other Payments to Private Individuals	\$0	\$0
<b>To the Public</b>	<b>\$387,196</b>	<b>\$339,092</b>
Increase in Property Tax Revenue	\$311,540	\$270,898
Temporary Jobs - Sales Tax Revenue	\$9,739	\$9,739
Ongoing Jobs - Sales Tax Revenue	\$65,918	\$58,455
Other Local Municipal Revenue	\$0	\$0
<b>State Benefits</b>	<b>\$562,020</b>	<b>\$506,584</b>
<b>To the Public</b>	<b>\$562,020</b>	<b>\$506,584</b>
Temporary Income Tax Revenue	\$62,607	\$62,607
Ongoing Income Tax Revenue	\$423,757	\$375,783
Temporary Jobs - Sales Tax Revenue	\$9,739	\$9,739
Ongoing Jobs - Sales Tax Revenue	\$65,918	\$58,455
<b>Total Benefits to State &amp; Region</b>	<b>\$11,757,292</b>	<b>\$10,587,669</b>

## Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$10,081,086	\$312,469	32:1
State	\$506,584	\$96,795	5:1
<b>Grand Total</b>	<b>\$10,587,669</b>	<b>\$409,264</b>	<b>26:1</b>

\*Discounted at 2%

## Additional Comments from IDA

Does the IDA believe that the project can be accomplished in a timely fashion? Yes



## APPLICATION SUMMARY

**DATE:** June 21, 2022

**APPLICANT:** O'Connell Electric Co., Inc.  
830 Phillips Road  
Victor, NY 14564

**PROJECT LOCATION:** 390 Systems Road  
Henrietta, NY 14623

**PROJECT SUMMARY:** O'Connell Electric Co., Inc. is a full-service electrical contractor providing comprehensive design-build, construction, service, maintenance, and emergency response services. The proposed project is a 20,000 sq. ft. two-story office building and training facility consisting of 56 offices, a large training room and related common area. This building is necessary to accommodate O'Connell Electric's Power Division continued growth and expansion. O'Connell Electric anticipates creating 5 new FTEs in addition to the existing 19 FTEs. The \$6.5 million project is seeking a real property tax abatement, mortgage recording tax and sales tax exemption. The cost benefit ratio is 16:1.

**PROJECT AMOUNT:** \$6,557,000 Lease/Leaseback with Abatement  
\$258,789 Sales Tax Exemption  
\$22,500 Mortgage Recording Tax Exemption

**JOBS: EXISTING:** 19 FTEs  
**NEW:** 5 FTEs  
**REQUIREMENT:** 2 FTEs

**PUBLIC HEARING DATE:** June 15, 2022

**BENEFIT TO INCENTIVE RATIO:** 16:1

**SEQR:** REVIEWED AND PROCESS IS COMPLETE.

**ELIGIBILITY:** NEW COMMERCIAL CONSTRUCTION WITH INCREASE TO THE TAX BASE

**APPROVED PURPOSE:** JOB CREATION

# Monroe County Industrial Development Agency

## MRB Cost Benefit Calculator



Date: June 21, 2022  
 Project Title: O'Connell Electric Co., Inc.  
 Project Location: 390 Systems Road, Henrietta, NY 14623

### Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

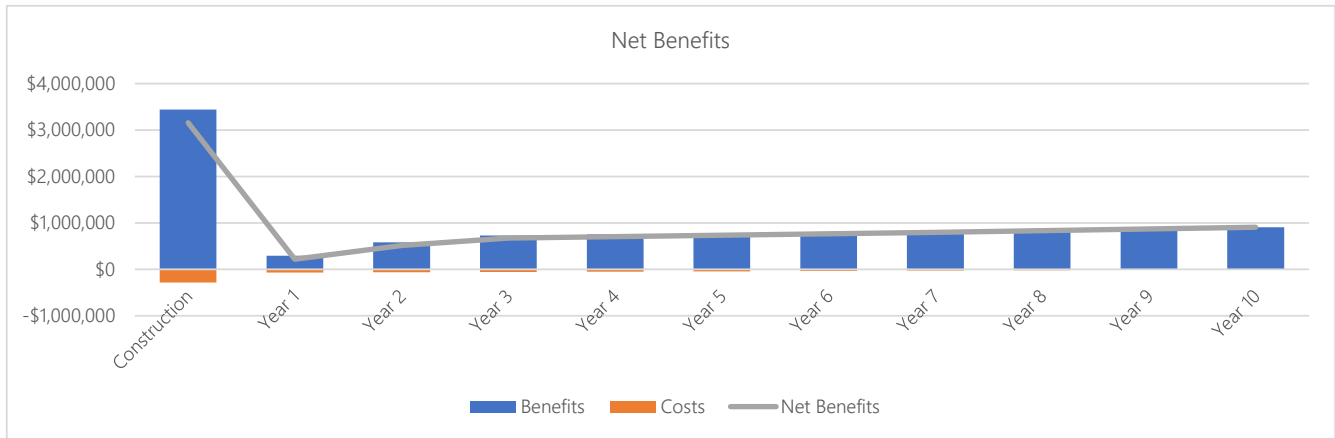
**Project Total Investment**  
 \$6,557,000

		Temporary (Construction)		
		Direct	Indirect	Total
Jobs		22	18	40
Earnings		\$2,195,906	\$1,050,727	\$3,246,633
Local Spend		\$5,245,600	\$3,121,983	\$8,367,583

		Ongoing (Operations)		
		Direct	Indirect	Total
Jobs		5	3	8
Earnings		\$4,402,336	\$2,104,811	\$6,507,147

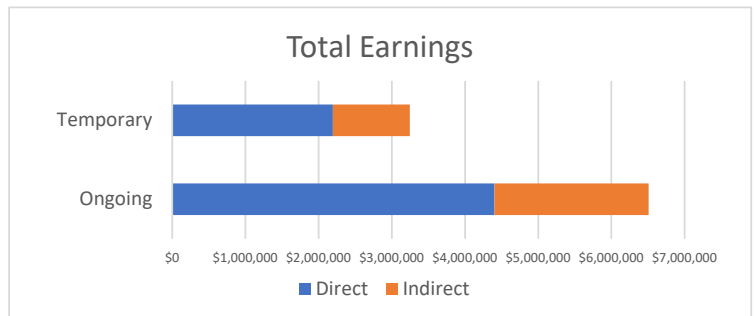
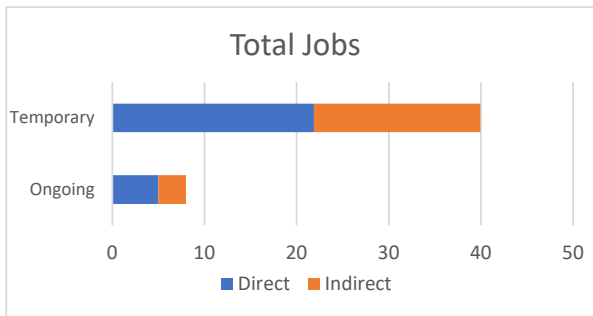
Figure 1



Net Benefits chart will always display construction through year 10, irrespective of the length of the PILOT.

Figure 2

Figure 3



# Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

## Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$380,817	\$353,804
Sales Tax Exemption	\$258,789	\$258,789
Local Sales Tax Exemption	\$129,395	\$129,395
State Sales Tax Exemption	\$129,395	\$129,395
Mortgage Recording Tax Exemption	\$22,500	\$22,500
Local Mortgage Recording Tax Exemption	\$7,500	\$7,500
State Mortgage Recording Tax Exemption	\$15,000	\$15,000
<b>Total Costs</b>	<b>\$662,106</b>	<b>\$635,093</b>

## State and Local Benefits

	Nominal Value	Discounted Value*
<b>Local Benefits</b>	<b>\$10,319,358</b>	<b>\$9,528,882</b>
To Private Individuals	\$9,753,780	\$9,033,223
Temporary Payroll	\$3,246,633	\$3,246,633
Ongoing Payroll	\$6,507,147	\$5,786,590
Other Payments to Private Individuals	\$0	\$0
To the Public	\$565,578	\$495,659
Increase in Property Tax Revenue	\$497,301	\$432,427
Temporary Jobs - Sales Tax Revenue	\$22,726	\$22,726
Ongoing Jobs - Sales Tax Revenue	\$45,550	\$40,506
Other Local Municipal Revenue	\$0	\$0
<b>State Benefits</b>	<b>\$507,197</b>	<b>\$469,728</b>
To the Public	\$507,197	\$469,728
Temporary Income Tax Revenue	\$146,098	\$146,098
Ongoing Income Tax Revenue	\$292,822	\$260,397
Temporary Jobs - Sales Tax Revenue	\$22,726	\$22,726
Ongoing Jobs - Sales Tax Revenue	\$45,550	\$40,506
<b>Total Benefits to State &amp; Region</b>	<b>\$10,826,554</b>	<b>\$9,998,610</b>

## Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$9,528,882	\$490,698	19:1
State	\$469,728	\$144,395	3:1
<b>Grand Total</b>	<b>\$9,998,610</b>	<b>\$635,093</b>	<b>16:1</b>

\*Discounted at 2%

## Additional Comments from IDA

Does the IDA believe that the project can be accomplished in a timely fashion? Yes



## APPLICATION SUMMARY

**DATE:** June 21, 2022

**APPLICANT:** 120 Marina Drive, LLC  
5138 W Ridge Road  
Spencerport, NY 14559

**TENANT/PROJECT LOCATION:** DiPasquale Construction, Inc.  
120 Marina Drive  
Rochester, NY 14626

**PROJECT SUMMARY:** 120 Marina Drive, LLC, a real estate holding company, proposes to construct a new 22,000 sq building for DiPasquale Construction, Inc and related entities. DiPasquale Construction is a general contracting company formed in 2013. Half of the building will be leased and the remaining 11,000 sq. ft. will be home to DiPasquale and its related entities Garden Grove Construction Corp, DCI Construction Management Services, LLC and DCI Property Group, LLC. This new location will allow all entities to be housed together as well as accommodate present and future growth. The Town of Greece is supportive of a custom abatement schedule. DiPasquale Construction and related entities anticipate creating 11 new FTEs in addition to the existing 55 FTEs. The \$4.9 million project is seeking a custom real property tax abatement, mortgage recording tax and sales tax exemption. The cost benefit ratio is 18:1.

**PROJECT AMOUNT:** \$4,900,000 Lease/Leaseback with Abatement  
\$215,456 Sales Tax Exemption  
\$33,750 Mortgage Recording Tax Exemption

<b>JOBS: EXISTING:</b>	55	FTEs
<b>NEW:</b>	11	FTEs
<b>REQUIREMENT:</b>	6	FTEs

**PUBLIC HEARING DATE:** June 15, 2022

**BENEFIT TO INCENTIVE RATIO:** 18:1

**SEQR:** REVIEWED AND PROCESS IS COMPLETE.

**ELIGIBILITY:** NEW COMMERCIAL CONSTRUCTION WITH INCREASE TO THE TAX BASE

**APPROVED PURPOSE:** JOB CREATION



# Monroe County Industrial Development Agency

## MRB Cost Benefit Calculator



Date: June 21, 2022  
 Project Title: 120 Marina Drive, LLC  
 Project Location: 120 Marina Drive, Rochester, NY 14626

### Economic Impacts

Summary of Economic Impacts over the Life of the PILOT

Project Total Investment

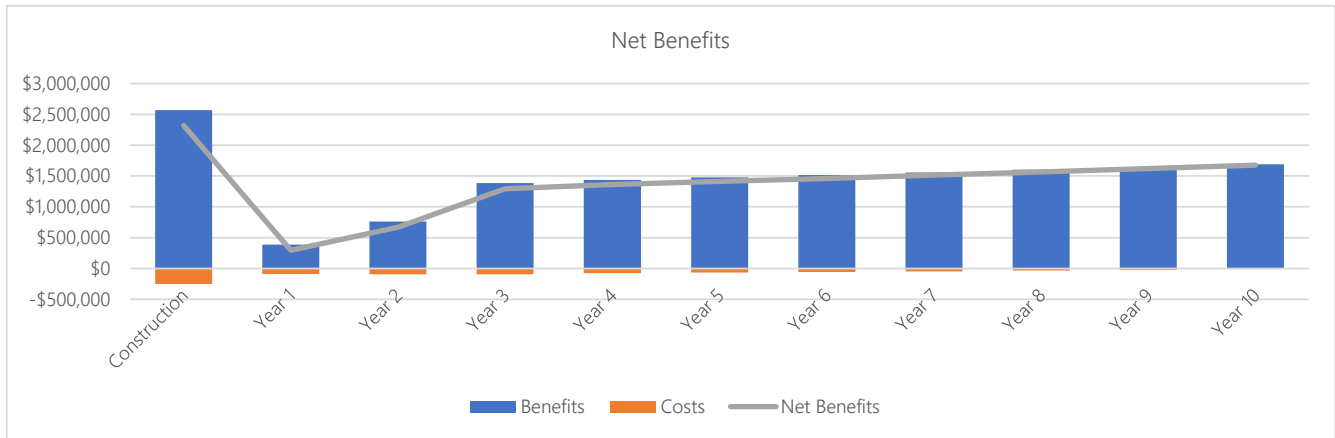
\$4,900,000

		Temporary (Construction)		
		Direct	Indirect	Total
Jobs		16	14	30
Earnings		\$1,640,985	\$785,201	\$2,426,186
Local Spend		\$3,920,000	\$2,333,036	\$6,253,036

		Ongoing (Operations)		
		Direct	Indirect	Total
Jobs		11	9	20
Earnings		\$8,273,013	\$3,958,585	\$12,231,598

Figure 1



Net Benefits chart will always display construction through year 10, irrespective of the length of the PILOT.

Figure 2

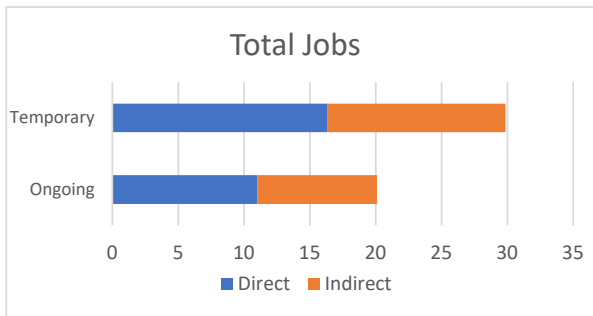
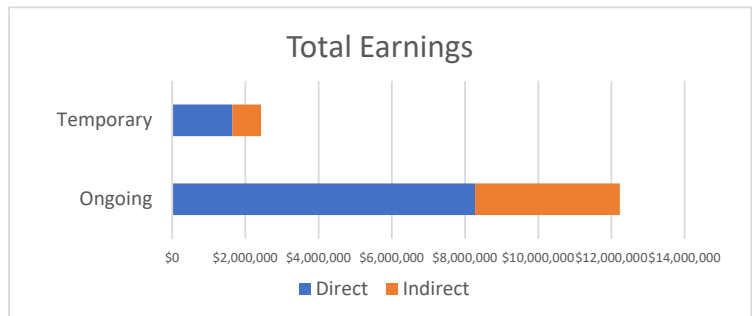


Figure 3



# Fiscal Impacts



Cost-Benefit Analysis Tool powered by MRB Group

## Estimated Costs of Exemptions

	Nominal Value	Discounted Value*
Property Tax Exemption	\$582,906	\$537,504
Sales Tax Exemption	\$215,456	\$215,456
Local Sales Tax Exemption	\$107,728	\$107,728
State Sales Tax Exemption	\$107,728	\$107,728
Mortgage Recording Tax Exemption	\$33,750	\$33,750
Local Mortgage Recording Tax Exemption	\$11,250	\$11,250
State Mortgage Recording Tax Exemption	\$22,500	\$22,500
<b>Total Costs</b>	<b>\$832,112</b>	<b>\$786,710</b>

## State and Local Benefits

	Nominal Value	Discounted Value*
<b>Local Benefits</b>	<b>\$15,268,979</b>	<b>\$13,797,066</b>
<b>To Private Individuals</b>	<b>\$14,657,784</b>	<b>\$13,264,439</b>
Temporary Payroll	\$2,426,186	\$2,426,186
Ongoing Payroll	\$12,231,598	\$10,838,253
Other Payments to Private Individuals	\$0	\$0
<b>To the Public</b>	<b>\$611,196</b>	<b>\$532,627</b>
Increase in Property Tax Revenue	\$508,591	\$439,776
Temporary Jobs - Sales Tax Revenue	\$16,983	\$16,983
Ongoing Jobs - Sales Tax Revenue	\$85,621	\$75,868
Other Local Municipal Revenue	\$0	\$0
<b>State Benefits</b>	<b>\$762,205</b>	<b>\$689,751</b>
<b>To the Public</b>	<b>\$762,205</b>	<b>\$689,751</b>
Temporary Income Tax Revenue	\$109,178	\$109,178
Ongoing Income Tax Revenue	\$550,422	\$487,721
Temporary Jobs - Sales Tax Revenue	\$16,983	\$16,983
Ongoing Jobs - Sales Tax Revenue	\$85,621	\$75,868
<b>Total Benefits to State &amp; Region</b>	<b>\$16,031,184</b>	<b>\$14,486,817</b>

## Benefit to Cost Ratio

	Benefit*	Cost*	Ratio
Local	\$13,797,066	\$656,482	21:1
State	\$689,751	\$130,228	5:1
<b>Grand Total</b>	<b>\$14,486,817</b>	<b>\$786,710</b>	<b>18:1</b>

\*Discounted at 2%

## Additional Comments from IDA

Does the IDA believe that the project can be accomplished in a timely fashion? Yes