



## Dutchess County Economic Development Corporation

### Newsrelease

**For Immediate Release**

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### **\$1.7 Million Investment Made by Successful Poughkeepsie/Dutchess Empire Zone Business**

POUGHKEEPSIE, NY – Business success can be the result of finding the right location coupled with the right economic incentives. LCS Maintenance, Inc. made a courageous decision to purchase a building on Main Street in the City of Poughkeepsie in 2002. Using incentives from the Poughkeepsie/Dutchess Empire Zone and support from the City of Poughkeepsie, the company prospered and has recently purchased, rehabilitated, and occupied 10,000 s.f. at 36 Cottage Street. The total investment made by LCS in both sites is \$1.7 million.

Says Joe LaPore, President of LCS Maintenance, “When we purchased the building at 36 Cottage Street, we took a big step by locating in an area where few people wanted to come. Now, others see that the area is a good one for business.”

LaPore adds, “The building on Cottage Street was an old warehouse and in terrible condition when we purchased it. We had to bring in gas, additional power, water,

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and new sprinkler and alarm systems, Fortunately, we were already a certified EZ business when we were located at 181 Main Street. EZ benefits reduced our cost of doing business: helped us purchase more equipment, which, in turn enabled us to hire additional employees.”

LCS is a full-service, commercial cleaning company often hired by builders to perform clean-up following construction. Oakwood Commons, the prominent, mixed-use campus on Route 9 in the Town of Poughkeepsie hired LCS to clean up the first completed building in the complex before tenants moved in. Builders are among LCS’s primary customers, along with office building, medical facilities, and schools.

According to LaPore, as Poughkeepsie has grown so has LCS Maintenance. “We began with 4-6 employees and now have 82 employees. Our growth came about largely because of the success of Dutchess County in stimulating new construction.”

From the outset, LaPore was concerned about housing for his employees, and the company took real action to address the situation. “We bought property to house our employees in Newburgh and on Main and Rose Streets in the City of Poughkeepsie. When you give people a place to stay, employee retention is high.” According to LaPore, employees living in LCS housing pay a reduced rental fee and maintain the properties.

Originally from New York City, LaPore’s was 15 years old when his family came to the United States and settled in Queens, where he graduated from high school and attended Queens College. For 16 years, LaPore worked for the Marriott Corporation as a facilities director for nursing homes and also for hospitals in White Plains, New York City, and Rochester. At the time of LaPore’s association with Marriott, the corporation’s diversification included businesses in landscaping, maintenance, and food service—most famously airline, in-flight food service. LaPore credits his Marriott training with teaching him the critical importance of customer service and diversification.

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About four years ago, LaPore's son Daniel joined the business, working part-time providing maintenance for buildings that LCS was cleaning—mowing grass and removing snow. This diversification was so successful that LCS opened a sister company, LCS Landscaping and Property Maintenance.

On October 27, 2007, LaPore received—together with Joseph Bonura, Sr.—an award from Gateway to Entrepreneurial Tomorrows, Inc. (GET) recognizing his mentorship work. LaPore states that the success of his company is based strongly on a commitment to community service and supports numerous community activities. They note, in particular, their involvement with the American Cancer Society and their sponsorship of both the Children's Expo in Poughkeepsie and various events at the Astor Home for Children in Rhinebeck.

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The Poughkeepsie/Dutchess Empire Zone was designated by New York State in July 1994. Its purpose is to spur growth in economically impacted areas. The Poughkeepsie/Dutchess Empire Zone is administered through the Dutchess County Economic Development Corporation.