

## QUANTUM LEAPS AI

# Landscaping & Outdoor-Living Opportunity Intelligence

Greater Rochester & Finger Lakes, New York

2-PAGE EXECUTIVE SUMMARY | ILLUSTRATIVE PUBLIC SAMPLE

Hypothetical Client: Regional Commercial Landscaping & Outdoor-Living Contractor

**BOTTOM LINE** Planning-board records, subdivision approvals, public bids, construction milestones and redevelopment notices expose project-specific landscaping signals well before they appear in a conventional lead list. The key is determining whether exterior/site scope is still influenceable.

## Top 5 Opportunities

### 1. Seneca Park Zoo - Phase 2 98 / High

**WHY NOW:** Monroe County has a live Tropical Exhibit/Main Entry Plaza Phase 2 bid opening Sept. 3, 2026.

**BEST FIRST MOVE:** Download the package; verify landscape/hardscape divisions, bidder rules and direct-vs.-subcontract path.

### 2. Lehigh Place Apartments 96 / High

**WHY NOW:** Three four-story, 52-unit buildings remained in active Victor review in June 2026.

**BEST FIRST MOVE:** Identify developer/GC and when exterior/site scope moves from design to bid.

### 3. Woods at Valentown - Sec. 2-4 95 / High

**WHY NOW:** Preliminary approval covers 71 townhomes plus a 100-unit apartment building - scale plus common-area potential.

**BEST FIRST MOVE:** Obtain the plan set; map landscape/amenity scope, maintenance potential and procurement path.

### 4. Nova Rise Subdivision 94 / High

**WHY NOW:** A 74-lot subdivision is still upstream in the 2026 approval cycle.

**BEST FIRST MOVE:** Identify builder; position for repeat model-home, lot, common-area and upgrade packages.

### 5. Gullace Condominium Project 92 / High

**WHY NOW:** The 62-unit condo project has current site-plan activity; only utility-plan approval was documented.

**BEST FIRST MOVE:** Track full approval and engage before vertical construction locks exterior subcontractors.

# What to Do With This Intelligence

## Why these five deserve scarce selling time

- The Zoo is a dated public procurement event - immediate qualification, not speculative prospecting.
- Lehigh Place has scale and active review timing, which can create a window before exterior packages are locked.
- Woods at Valentown can produce installation plus later recurring common-area maintenance.
- Nova Rise can turn one builder/developer relationship into dozens of repeat packages instead of isolated homeowner leads.
- Gullace is early enough that package ownership and subcontractor timing may still be influenceable.

## What the market is telling you

- Victor is a concentrated 2026 development corridor with subdivisions, multifamily and hospitality projects moving at the same time.
- Webster is selective: its temporary development moratorium makes already-approved or exempt projects more valuable than raw parcels.
- Repeat builder/GC/property-manager relationships can be strategically more valuable than one large one-off job.

### WHERE NOT TO WASTE TIME

- Do not treat completed projects, withdrawn applications or late-stage work as fresh install opportunities.
- Do not treat generic undeveloped Webster parcels as near-term leads without checking moratorium/exemption status.
- Do not assume a verified project means the landscape package is still available; package ownership must be qualified.

### FIRST 30 DAYS

- Act first on Seneca Park Zoo, Lehigh Place, Woods at Valentown, Nova Rise, Gullace, Element by Westin and Waterview.
- For each, verify GC/developer, construction timing, incumbent landscape relationship and exact package status.
- Use project-specific outreach - not generic capability emails - and pivot late-stage projects toward maintenance, punch-list or repeat-builder work.

## What Opportunity Intelligence adds

**A conventional list finds property owners. Opportunity Intelligence identifies the project trigger, approval stage, likely buying path, package-access risk and whether the best value is one job or a repeat channel relationship.**

The full report contains the supporting evidence, scoring logic, opportunity pipeline, risk controls and source register.