

Grace Management, Inc.
Development Experience

Grace Management, Inc. has been involved with a vast number of varied senior housing developments. Our experience has taken us from the very beginning with market feasibility and working with the architects in the initial planning stages through the selection of finishes to filling the building with the “minor movables”.

Our experience includes working with the developer to obtain financing. We create the business plan including, the pro-forma, staffing chart and anticipated occupancy timeline. We have also make the necessary presentations to various city planning commissions, etc. to work with zoning variances, plan approvals. etc.

With extensive knowledge and experience working with the architects to bring the proper operational perspective to the design process Grace Management has worked on more than a 25 developments. Critically important are the interiors to ensure that the finishes, fabrics, furniture and overall design is appropriate and pleasing for the senior.

The intention is to create a warm and inviting atmosphere and at the same time have a functional and well run community. Years of experience coupled with an understanding of a constantly changing demographic have enabled Grace Management, Inc. to develop projects that meet and , in fact, exceed this goal.

Grace Management, Inc. has been involved in every phase of the development of senior communities. We are flexible enough to step into the game at any stage and make the best of what has already been created. We excel at bringing the often-overlooked operational element to any new development process and we believe in value engineering only from an operational and long term prospective.

Listed below is a sample of properties Grace Management, Inc. has been instrumental in developing with developer partners/clients.

Quail Summit, Canandaigua, NY – 108-unit rental campus with 58 IL, 28 AL and 22 ALZ units. Designed and built with the developer from the ground up. We were included in every aspect of this development. This property achieved 100% occupancy in the AL within 10 months, ALZ within 12 months and IL within 26 months. This property was sold to a not for profit who is now our client. At the same time we were building, our primary competition was also building a CCRC. We have succeeded in a very competitive and limited market area.

RiverPointe, Littleton, CO – 170 unit senior independent high rise leased to 95% occupancy within 18 months in a very competitive marketplace. Grace Management, Inc. had the management agreement for 10 years. Community sold to a new partnership that assumed management and existing staff who are still in place.

RosePointe, Roseville, MN – 180 unit senior high-rise leased in 20 months in a very competitive marketplace. Services were limited to optional dining and a very independent activities program. Had the agreement for 10 years.

Merrywood, Charlotte, NC – 150 unit IL with a 20 bed AL. Designed and developed this property with the owner, marketed and managed for 5 years to stabilize occupancy when it sold.

Valencia Court, Albuquerque, NM – 150 unit IL where we worked with the interior designer on all interior finishes and furniture selection. This property was a success in that the marketing plan was on target from the beginning. It sold to Grand Court.

Habersham House, Savannah, GA – 64 unit AL with a 24-memory care neighborhood. We designed, built, marketed and managed this community from the very beginning with the owners.

Colonial Oaks, Houston, TX. – 74 unit AL with a 16 memory care neighborhood designed and built from the ground up with the developer. 100% occupancy was achieved after 2 years with a stable staff.

Appletree Court, Dallas, TX – 80 unit AL designed and built from the ground up with the developer. This property achieved 100% occupancy within 14 months with stable staff.

Hammond Glen, Atlanta, GA – 200 unit HUD 221D4 senior high rise that had been converted to a market rate apartment complex. We redesigned the lobby, dining room and kitchen to offer services to seniors and set about a marketing campaign to convert this property back to seniors. This was accomplished in 19 months with no Fair Housing lawsuits.

Ashley Glen, Peachtree City, GA – 64 unit AL with a 12-unit memory care designed from the ground up. This community achieved stabilized occupancy in 16 months.

Governor's Glen, Atlanta, GA – 64 unit Alzheimer care community designed and built with the owner.

Ashford Court, Jacksonville Beach, FL – 93 unit AL with an 18-unit memory care neighborhood designed and built with the owner. We were responsible for the interior design selection, opening and marketing of the building. This has achieved stabilized occupancy within 18 months.

Victoria Mews, Boonton, NJ – 101 unit assisted Living and Alzheimer community in upscale location. Grace Management, Inc. instrumental in securing financing with local housing authority, design, construction, pre-marketing and opening of the community. Grace Management, Inc. assisted in the establishment of an owner Management Company to continue the management of the property

Tide Pointe, Hilton Head, SC – 250 Unit Mixed Use rental and for sale senior condo development. Grace Management, Inc. consulted owner and established separate management company for owner to continue operations of the property.

The Remington, Irving, TX – 129 unit independent and assisted living senior community. Grace Management, Inc. assisted developer with design, construction, pre-marketing, and opening of the property.

The Veranda at Hembree Point, Alpharetta, GA – 90 unit Alzheimer designed special use senior community. Grace Management, Inc. assisted with the HUD financing, architecture, construction, pre-marketing and opening of the property.

Westbrae Court, Houston, TX –180 unit Independent senior rental. Grace Management, Inc. involved in entire architectural, construction and pre-marketing period.

Terrytown Memorial, Houston, TX – 176 unit independent senior rental. Grace Management, Inc. involved in the entire development process leading up to management of the property.

Acorn Glen, Princeton, NJ – 110 Unit Assisted and Alzheimer community in upscale market area. Grace Management, Inc. consulted with owner/developer with architecture, construction and pre-marketing and opening of property.

Rose Glen, Wilkesboro, NC – 100 Unit Independent Senior development for local not for profit in rural market area. This community opened in March of 2007.

Corinthian Court, Leland, NC. 90 Unit licensed a/l development. Helped secured financing, construction consulting, licensing, pre-marketing, property setup and opening.