

# Creating Better Communities

Comprehensive approach targets quality of life in the Hudson Valley



With the development, construction and management of affordable housing communities all occurring under common ownership, Devon Management of New Windsor, New York, is able to ensure residents that industry standard-setting quality is present in all of the firm's developments.

Chief Operating Officer (COO) Paul Gratzel explains that development firm Warwick Properties, construction firm MJJ Builders and property management firm Devon Management are all owned by developer Jonah Mandelbaum and work in concert to optimize deliverables at every stage. In addition to the positive impacts on quality throughout the firm's portfolio of nearly 2,000 units, investors also value the turnkey approach.

"Investors appreciate the fact that Jonah spearheads all three phases because he is taking on the long-term management responsibility of the building that he constructs for [them]," says Gratzel.



**Devon Management**

Chief Operating Officer: Paul Gratzel  
Location: New Windsor, New York



Outside of its own vertical integration, Devon Management also works closely with Community Preservation Corporation, a leading nonprofit affordable housing and community revitalization finance company in order to provide creative financing solutions on its developments.

#### LIVABLE HOUSING

Gratzel objects to what sometimes passes for livable but lower-priced housing.

"We feel very strongly that people who need affordable housing should have places that they are proud to call home."

That higher standard is being applied to several projects in progress. At Ulster Gardens in Kingston, seniors and non-seniors can apply for one of 82 units in a two-building addition that is expected to be fully occupied by October 1. Meanwhile, the first-phase of the 270-unit Temple Hill community in New Windsor is complete, while a second phase will open in 2017.

Golden Ridge at Monticello is a 348-unit development, with 82 units completed and leased and the remainder to be built in 2017. It is near a soon-to-open casino and is needed to provide workforce housing.

Then there's the 90-unit senior development in Matamoras, Pennsylvania, which will be occupied around December 1. The property is the first outside New York for Devon Management.

Mandelbaum, according to Gratzel, wants Devon communities located in "places that we can readily travel to within an hour or an hour and a half so that we can have hands-on oversight."

The firm chooses locations based on residents' access to transportation, shopping and other basic needs.

"You can get land out in the middle of nowhere, but it doesn't really offer the folks quality of life," he says.

#### BUILDING COMFORT AND AUTHENTIC COMMUNITY

Amenities built into every Devon community include energy-efficient appliances, laundry

facilities, community rooms with kitchens, on-site 24-hour emergency service, handicap accessibility, on-site management, security cameras and secure entryways, along with sprinkler and emergency pull-cord systems. There are also pavilions for outdoor gatherings and play areas.

In recent years, the state of New York has changed its approach to affordable housing from an age-segregated model to one that is age-integrated, and Devon's communities are now built accordingly.

"[The state] wanted to see those groups come together at the same complex, so that's been part of all of our new developments," Gratzel says. "You shouldn't be separating people out. I think it's healthy for seniors to see children playing and for children to be around the wisdom and presence of society's elders."

Evidence of a real sense of community, he says, can be seen in the use of the common rooms.

#### SEELY & DURLAND, INC.

The team at Devon Management Corp. are providing remarkably beautiful, safe and affordable housing facilities all across New York's beautiful Hudson Valley. Seely & Durland Insurance is honored by our long relationship with Devon Management, providing their insurance and risk management services in this specialized segment. In our 82nd year and 4th generation of serving the New York and Tri-State area, we enjoy working with clients who have such an incredible and focused vision.



13 Oakland Avenue | Warwick, NY 10990  
P: 845-986-1177 | T: 800-562-2771  
www.seely-durland.com

We are proud to be partners with  
Devon Management  
in their pursuit of quality  
and affordable senior housing.



You need an  
independent insurance agent.™





"Once people kind of settle in, you start to see different groups forming and utilizing the facilities," he says. "There's folks playing bingo or card games or having events. Some have [started] Zumba or [other] exercise classes. It's nice to see that happening."

Devon Management partners with providers such as Gateway Community Industries and Access: Supports for Living to meet the needs of residents who have disabilities.