

# AMERICAN BUILDERS QUARTERLY

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## Building Lasting Communities

### SCRIPTURE COMMUNITIES

Award-winning builder of specialty neighborhoods helps small Virginia town expand

### CODDING ENTERPRISES

Focusing on sustainable living developments

# GATECO DEVELOPMENT

Creating high-end senior living facilities

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Custom quality in senior living

BY JENNIFER KIRKLAND

**F**or 20 years, GateCo Development has developed and constructed luxury, high-end elderly care facilities in the St. Louis, Missouri, area. With demographics changing and demand for senior housing rising, the company manages an active stream of work, enjoys steady and continuous growth, and looks forward to a strong and sustainable future. Formed by Charles Deutsch, Robert Leonard, and David Smith in 1988, GateCo has developed more than \$150 million in senior living projects, including independent apartment, assisted living, residential care, skilled nursing, and memory-care facilities. “We are unique in that we are the developer, builder, and operator,” says Nick Walker, vice president of development and construction. “This allows us to fully execute our own vision and create unique, customized facilities.”

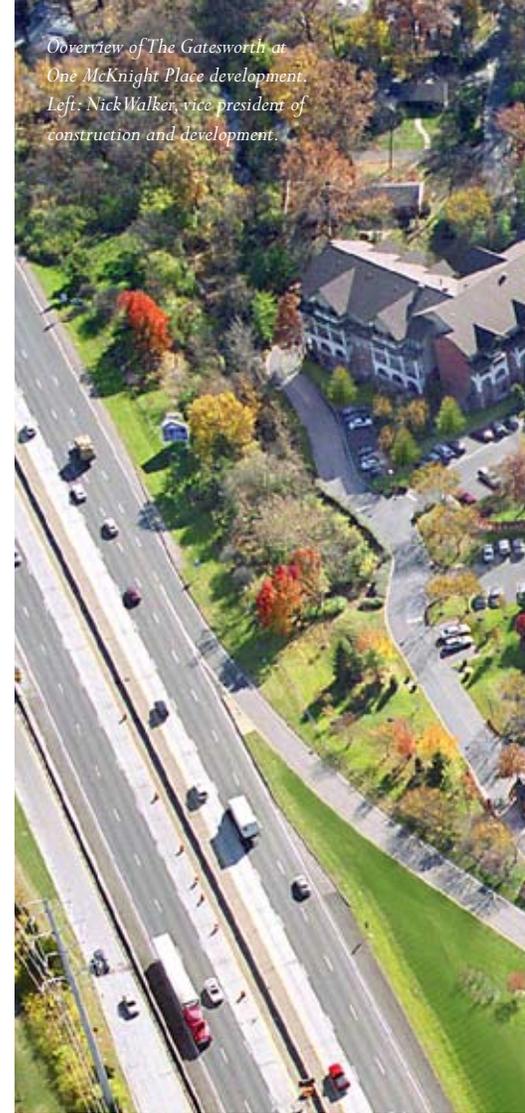
Taking a multidisciplinary approach to the design and construction of projects, GateCo relies on highly-skilled designers, architects, and engineers to team with subcontractors and suppliers in delivering top-quality work. “Clients in the affluent areas we serve have high expectations,” Walker says, “and it is essential that we work with excellent designers to deliver a project that exceeds those expectations.” Skilled subcontractors are a precious asset to any construction company, and GateCo is working to strengthen and maintain relationships with those service providers. “We see building and continuing good relationships with our subcontractors as very important to our future success,” Walker says.

Current projects include:



- **Parc Provence:** This 120-bed memory care facility focusing in dementia and Alzheimer’s care features an 80-car underground parking garage, individual households with serving kitchens, dining rooms, living rooms, a commercial kitchen, four activity rooms, an ice-cream bistro, and physical therapy rooms. The project was awarded a demonstration project license for new research in the design of environment in aiding in memory care. The overall project size is 165,000 square feet.
- **The Gatesworth Renovation:** Improvements to common areas of this luxury, independent living facility included renovations to the entry, four-story atrium, 100-seat theater, two restaurant dining rooms—including outdoor seating patios—private dining room Club One, library, billiard and card room, bank, administrative offices, and all residential corridors with adjacent living rooms. The overall project size is 116,000 square feet.
- **The Gatesworth Addition:** This three-story building addition with basement parking garage will consist of 38 luxury apartments ranging up to 3,300 square feet.

*Overview of The Gatesworth at One McKnight Place development. Left: Nick Walker, vice president of construction and development.*



The common spaces will include a restaurant, dining room, lounge, bar, private card room with outdoor amenities, and two additional courtyards—one with a reflecting pond and open-air party pavilion and another with a natural stream walk. The overall project size is 120,000 square feet.

- **McKnight Place Assisted Living Addition:** This will be an addition of 97 residential rooms, along with additional upscale services and amenities such as expanded therapy, a theater room, a dedicated chapel, additional activity space, and two featured elegant dining rooms extending onto a large, landscaped interior courtyard. It will further include an additional 58 underground parking spaces. The overall project size will be 92,000 square feet.

## AT A GLANCE

**LOCATION:**  
ST. LOUIS, MO

**AREA OF SPECIALTY:**  
LUXURY SENIOR LIVING DEVELOPMENT AND CONSTRUCTION

**ANNUAL SALES:**  
\$20 MILLION

**EMPLOYEES:**  
12



“These projects continue to provide for additional residents and assure that our facilities remain attractive and at the forefront of senior living design,” Walker says. “It’s essential in luxury properties that they be modern and updated.” Keeping their properties in exceptional condition, continuing to offer a wide range of amenities, and responding to evolving demands of the aging population sets GateCo apart from competition. “We have high expectations of ourselves and our work,” Walker says.

GateCo is mindful of the environment for all of its projects, recycling hard surfaces such as pavement, concrete, and brick, which are pulverized and reused in construction. Revitalizing urban and suburban communities is also at the center of its business vision. “We work to take the

## Gatesworth Community

At Gatesworth Community, a senior living center in St. Louis, Missouri, there are many opportunities for socializing, enjoying the arts, and relaxing. These amenities include a theater, library, cocktail lounge, greenhouse, and fitness center. In addition, there is a full-service spa for health and well being, offering such services as massage, facials, and pedicures, among others.

Apartments on this 12-acre campus offer up to 2,200 square feet of living space, including fully

equipped kitchen, private patio, den, formal living room, and breakfast area, as well as washer and dryer, walk-in closets, and bay windows.

There is also plenty of outdoor space to enjoy, including walking paths, putting greens, and private parks.

In addition, there are plenty of special services for senior needs, such as personal transportation, dog walking, housekeeping, 24-hour security, and companionship.

*Ice Cream  
Café off the  
Promenade at  
Parc Provence.*



owner's vision and progressively integrate these designs into the existing built environment," says Walker. "Transforming that vision into reality is the part of the work I find most rewarding."

In 2011, GateCo will be developing half a million square feet of independent apartments to accommodate increasing demand from a population growing older. "These apartments will range from 900-2,800 square feet, which is quite large in size for this type of facility," Walker says. "The trend these days in our niche of the senior living market is for residents to maintain active and entertaining lifestyles, which creates a need for more space. Our desire is to fill that demand."

With two decades of experience in the field, GateCo will use its knowledge and expertise to continue to develop and provide top-notch senior living communities.

ABQ

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*Nick Walker, Vice President of Development and Construction*



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