

# THE ORLEAN COMPANY AND ABC MANAGEMENT

TWO CONNECTED COMPANIES  
WITH LONG HISTORIES AND  
EXCELLENT TRACK RECORDS.

The Orlean Company has been developing residential and commercial properties since 1954.

ABC Management has operated since 1957, and now manages a wide selection of affordable, conventional housing and commercial properties.

As an integrated enterprise, The Orlean Company and ABC Management are well-versed in all aspects of development and management. Our development team incorporates elements of design and construction which facilitate management of the buildings, making it possible to contain costs. Our management team assists in the development process by anticipating operational needs. Our ultimate goal is to serve our customers, the people who live and work in our properties.

Orlean and ABC are always seeking out new opportunities. Contact us today if you need a proven effective development and management partner.



Creating  
Real Estate  
Development  
Opportunities

Providing  
Property  
Management  
Solutions



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## CREATING REAL ESTATE DEVELOPMENT OPPORTUNITIES



Access to a good home is a vital piece of the American dream. That dream prompted Arthur Orlean to establish The Orlean Company in 1954. He started with the construction of single family homes, built with care. High demand, and the company's reputation for quality, drove steady growth.

In the sixties, The Orlean Company expanded into developing and constructing both conventional housing, and HUD-insured multifamily apartments.

Since then, The Orlean Company has grown to become a leader in developing residential properties, commercial real estate and rehabilitation projects.

### DEVELOPMENT:

RESIDENTIAL  
SINGLE-FAMILY  
MULTIFAMILY  
SENIOR LIVING

COMMERCIAL  
RETAIL  
HOSPITALITY



## PROVIDING PROPERTY MANAGEMENT SOLUTIONS



As the Orlean Company began developing multifamily properties, the need for quality property management became apparent. So, in 1957, the Abel, Bishop and Clarke Realty Company (ABC Management) formed to meet this need.

Through the decades, as the demand for affordable housing increased, ABC Management kept pace by working closely with federal, state and local government agencies to become experts in managing affordable properties.

ABC Management is now a leader in multifamily and commercial property management that helps owners and developers to maximize value, achieve regulatory compliance and keep costs down.



### SPECIALISTS IN:

AFFORDABLE HOUSING  
CONVENTIONAL HOUSING  
COMMERCIAL REAL ESTATE

CONSULTING  
COMPLIANCE  
FACILITIES MANAGEMENT  
COST ANALYSIS  
LOW INCOME HOUSING  
TAX CREDITS  
PLANNING  
ACCOUNTING  
MARKETING  
URA RELOCATION  
THIRD-PARTY RECEIVERSHIP  
REHABILITATION CONSULTING



## RESIDENTIAL & COMMERCIAL DEVELOPMENT

### MARKETPLACE AT AVON



- Commercial mixed-use development
- Cambria Hotel & Suites (113 rooms)
- Bar 145, indoor/outdoor entertainment
- Additional retail and restaurant opportunities
- 10 acre site
- \$60 million dollar development

### RIVERCREEK OF ACACIA



- For sale housing
- Upscale single-family cluster homes
- Adjacent to the prestigious Cleveland Metroparks Acacia Reservation
- Central to upscale shopping and lifestyle centers
- Maintenance-free living



ABC Management is a full-service property management company specializing in conventional and affordable multifamily housing; mobile home parks; and senior living facilities.

After more than 50 years in business, our team offers clients a unique and valuable big picture perspective. With ABC, issues can be anticipated and avoided while opportunities are identified.

ABC takes pride in the excellent reputation we have cultivated throughout the property management community, and the strong reputation we have established for our management capabilities.

Our goal is to provide residents with the quality homes they deserve while providing clients with the security their investments require.

## TAKING CARE OF THE BIG PICTURE

AFFORDABLE • CONVENTIONAL • COMMERCIAL

### MANAGEMENT

ABC will implement a comprehensive management program that includes accounting, administrative, marketing and facilities management. In connection with affordable properties, ABC will serve as a liaison with all applicable government agencies while putting into effect appropriate compliance and tax credit plans.

### CONSULTING

ABC Management's consulting role can be tailored to meet your specific needs. We will analyze your property's current situation and also evaluate the market in which it is located and how it is positioned. Then our team will resolve all compliance issues, identify opportunities, implement efficient administrative and facilities management functions and set up effective accounting processes, staffing, training and more. Our consulting role can be tailored to meet your specific needs.

### PLANNING

After completion of a property evaluation, ABC will create short and long term strategic plans for management of the property. These include rent levels, staffing, maintenance needs and capital improvements. We will put these plans into effect based upon owner input and approval.



### COMPLIANCE

It takes experience and skill to meet and exceed the requirements of the ever changing government housing programs and regulations.

ABC's compliance team is one of the most experienced in the industry, managing thousands of affordable units and offering expertise in all aspects of compliance, including:

- HUD (Section 8, 236)
- LIHTC
- HOME
- URA
- 504 & ADA
- Fair Housing Act
- Bonds
- Tenant/Landlord Law
- State and Local Government Programs

### TAX CREDIT

Expertise through every step of the process:

- Application
- Acquisition
- Rehab
- Qualification
- Credit Delivery



## RESIDENTIAL & COMMERCIAL DEVELOPMENT

### BLUESTONE COMMUNITY



- For sale housing
- 86 town homes and condominiums
- \$30 million project
- Redevelopment of community center site
- Created a thriving new community

### NORMANDY SENIOR LIVING COMMUNITY



#### NORMANDY APARTMENTS

- 150 Independent living apartments
- Cafe, restaurant, exercise room, beauty shop
- 150 bed care center

#### NORMANDY CARE CENTER

- State-of-the-art memory care and therapy wings
- 30 acres, beautifully landscaped



Effective and efficient property management comes down to managing all the day-to-day details. As an ABC Management client, you will be provided with clear, ongoing communication about progress made towards meeting defined goals and objectives, including various reports documenting that progress. We will work closely with you if those plans require modification in any way. Throughout this process we will ensure the satisfaction of residents with their homes and their communities.



## HANDLING THE DAY-TO-DAY DETAILS

AFFORDABLE • CONVENTIONAL • COMMERCIAL

### MARKETING

Achieve higher occupancy rates and optimize rents with a customized marketing program.

- Responsive and Aggressive Leasing
- Marketing and Management Workshops
- Grand Openings
- Media Campaigns
- Public Relations
- Market Surveys
- Advertising
- Social Media
- Digital Advertising
- Brochures
- Newsletters
- Signage
- Special Events

### ACCOUNTING

Be confident in your financial status with clear, comprehensive and timely financial reporting.

Monthly Financial Report options include:

- Revenue and Operating Expense Statement with Budget Variance
- Balance Sheet
- Statement of Cash Flow
- Daily/Weekly Monitoring Reports:
  - Deposits
  - Occupancy
  - Traffic
  - Rentals
  - Move-ins/Move-outs
  - Rent Collection
- Month-to-Month General Journal
- Cash Receipts Verification
- Bank Statement Reconciliation
- Detailed General Ledger
- Individual Bank Accounts for Each Property
- Timely Security Deposit Refund

### ADMINISTRATION

Field a capable workforce and maintain efficient operations with proven management processes.

- Professional On-Site Supervision
- On-Site Employee Training
- Property Inspections
- REAC Inspections
- Personnel Management:
  - Payroll Taxes
  - Insurance
  - Reviews
- Property Evaluations
- Management Review
- Contract Negotiations
- Property Insurance
- Purchase Order System
- Utilities
- Computer Service
- On-Site Computerized Systems (Optional)

### FACILITIES MANAGEMENT

Create curb appeal and preserve value through well maintained properties.

- Suite Preparation Standards
- Preventative Maintenance Program
- 24-Hour Emergency Maintenance Response
- Work-Order System
- National Vendor Discounts
- Cost Efficiency
- Inventory Control
- Energy Conservation Measures

