

THE GRACED COMPANIES

The Graced Companies (“Graced”), founded in 2017, was initially a side-project for founder and managing partner Nicholas Martinez. His passion for affordable housing went more profound than the finance and construction of identical 4% LIHTC deals popular amongst the nation's largest affordable developers. Although the deals worked on paper, they often missed the nuanced history of space, place, and, most often, race in the neighborhoods they served. With that in mind, Nicholas diligently worked toward creating a company that looked beyond solely financial returns and focused on long-term, impacted-oriented development that would help communities grow and thrive.

The Graced Companies is a vertically integrated developer and manager of commercial assets concentrating on the Bronx and Northern Manhattan projects. These projects utilize financing options through private equity, CRA-lending platforms, and public financing agencies.

Graced's primary goal is to provide economic opportunity. Graced focuses on developing projects that bring jobs, retail, dining options, education, and affordable housing to transit-oriented areas. Graced engages with local government, community development corporations, public agencies, and civic organizations in neighborhoods to strategically develop the most critically needed real estate assets.

Every project Graced is a part of seeks to improve the quality of life, increase the number of jobs available, and give overlooked and forgotten populations opportunity and security. The company has an outstanding reputation and has already converted an abandoned 54,000 square foot warehouse into future commercial space in The Hub section of the South Bronx.

The Graced Companies' owner, Nicholas Martinez, started the company with one property and has expanded to over 50,000 square feet of development and continues to grow. Since its inception, Mr. Martinez has built his business and been involved in all aspects, including acquiring and owning all properties, property management, marketing, and operations.

Graced aims to bring best-in-class developments to neighborhoods that desperately need them. Graced understands the pressures communities feel in rapidly gentrifying areas and intends to empower members of those communities and allow them to continue to be a part of their neighborhoods long after a project's construction is complete.

Nicholas Martinez

Managing Partner



EDUCATION

- BA in Government, Cornell University
- MPS in Real Estate Finance and Development, Cornell University

CERTIFICATIONS

- NYC Department of Small Business Services (SBS) Minority and Woman-owned Business Enterprise (M/WBE) Certification
- LISC NYC Developers of Color Training Program

ACCOLADES

- South Bronx Leadership Award presented by the Third Avenue BID (HGI America, 2019)
- Merit of Leadership Award presented by Community Board 12, Manhattan (Traffic and Transportation, Washington Heights, and Inwood)



THE GRACED COMPANIES

Nicholas brings over fifteen years of experience in real estate development, focusing on affordable housing and community development. After graduating from Cornell University, Nicholas began his career in San Francisco, California, as a Coro Fellow in Public Affairs. The fellowship integrated business, labor, politics, and government to address issues facing the Bay Area's real estate market, the highest of which was the dearth of affordable housing.

Upon returning to his hometown of New York City, Nicholas joined the Local Initiatives Support Corporation (LISC), focusing on financing affordable housing developments throughout the five boroughs. While at LISC, he worked on refinancing 4% and 9% Low Income Housing Tax Credit (LIHTC) projects. His experience at LISC exposed him to the inner workings of real estate development through the lens of a micro-lender and CDFI.

Nicholas was a Vice President at Citigroup's community development finance arm, Citi Community Capital. While at Citi, Nicholas underwrote over \$500MM of affordable housing and mixed-use projects in developments spanning Massachusetts to Hawaii. His primary focus was on transactions that leveraged LIHTC, New Market Tax Credits, and Historic Tax Credits.

As the head of the Graced Companies, Nicholas leads the organization's direction in market selection. His top priorities are identifying markets, key stakeholders, transaction partners, economic incentives, and end-users. Nicholas measures the success of the Graced Companies by the impact its projects have on the communities where it invests.