Country Gables Assisted Living

In the last three years, Robin Gregorius has designed, built, and maintained a New Orleans style assisted living facility in a rural area of Mobile County. The business’ mission is to provide each resident with a variety of activities and services that will meet their physical, mental, and social needs.

In her first year, Gregorius faced many challenges. Construction delays caused an eight-month delay in completing the facility and obtaining a certificate of occupancy. The delays forced her to access additional funds in excess of the $990,000 she originally received from the 7A loan and the $248,860 in equity provided by the shareholders. The delays also caused her to lose over $70,000 in reserves the first year of operation.

In 2009, as the occupancy rate slowly improved, she hired contract workers to help out because she only had three employees the previous year. In 2009 the business started out with only $2,330 in cash. However, by adopting a strict budget, waiving the manager’s salary, and working on referrals, the business began to overcome its losses and posted a gross income of $319,561 at the end of 2009.

In 2011, Gregorius contacted the University of South Alabama Small Business Development Center (SBDC) and registered the business with the accounting department in the college of business to offer an internship. The intern was trained by the SBDC over the summer and in the fall the student was hired to work 20 hours per week at Country Gables.

Robin Gregorius has always been willing to try something new in order to keep her business afloat and continues to use her support network in order to keep her dream alive.