



## BRINGING ALLERMUIR'S NEW NORTH AMERICAN HEADQUARTERS SITE TO LIFE.

Allermuir is a leading producer of contemporary contract furniture. Established in the United Kingdom in the 1970s, Allermuir has steadily grown its global footprint, culminating with an expansion to the United States in 2007, when the company launched a North American headquarters in Maumee, Ohio.

By 2013, 68 people worked at Allermuir's Maumee location. With more growth on the horizon, the company began exploring opportunities to expand in Northwest Ohio. They searched existing buildings for nearly a year with no success. Intrigued by the concept of a fully integrated expansion program Allermuir turned to the Rudolph Libbe Group and their SiteLine™ suite of integrated expansion solutions for help.



### ALLERMUIR EXPRESSED THE IMPORTANCE OF THREE PRIMARY NEEDS

*More manufacturing, showroom and office space  
A nearby location to complement the existing Maumee facility  
Potential for future growth*

### HOW SITELINE™ EXECUTED ALLERMUIR'S VISION

We identified 14 potential expansion locations—a mix of existing buildings and available land: 11 in the Greater Toledo area and three in Michigan—and began the due diligence to evaluate Allermuir's options. The SiteLine™ team worked with state and local governments to negotiate incentives for a potential expansion by an anonymous buyer—to maximize value for Allermuir, their name was kept confidential until a purchase agreement was executed—eventually securing an incentive package from the state of Ohio. Shortly thereafter, Rudolph Libbe Group and Allermuir settled on a new construction plan for a 37-acre site owned by the City of Toledo in the Triad Business Park in Monclova, near the company's original location in Maumee.

During the purchase process, Rudolph Libbe Group also took on extensive due diligence efforts, including title work, surveys, environmental assessments and site plan development. This work also included facilitating Toledo city council meetings regarding the property sale and a traffic study with the city of Monclova to investigate and mitigate the impact of added traffic around the proposed facility.

Having secured a property and planned the facility, Rudolph Libbe Group helped Allermuir take advantage of media relations opportunities, preparing press releases, coordinating a groundbreaking event and lining up media interviews for Allermuir staff in advance of the project launch.

Following well-orchestrated site scouting, planning and design activities, construction began on the 100,000 square foot headquarters, showroom and manufacturing facility. Thanks to the thorough work prior to construction, the project was completed on the client's preferred timeline, saving time and effort that would normally have been spent coordinating multiple vendors and construction services.

Allermuir moved into its new facility near the end of 2014. To meet future growth plans, the site was prepped to accommodate two additional facilities totaling 150,000 square feet.

### ALLERMUIR'S FINAL RESULTS FROM THE SITELINE™ PROCESS

By working with Rudolph Libbe Group's SiteLine™ program, Allermuir achieved significant value on its real estate investment. Through its negotiation process, Rudolph Libbe brought Allermuir more than \$500,000 in savings on the purchase price of its new property and more than \$1.25 million in state incentives. Thanks to the economic benefit of integrating all aspects of the expansion, \$26,000 of real estate commission was rebated to Allermuir.

In addition, since this project utilized the SiteLine™ service from the property search to design and construction, Allermuir's overall fees were reduced. Had multiple vendors been involved, the overall project cost would have been much higher due to the layers of fees involved.

Ultimately, Allermuir's investment in the Rudolph Libbe Group and the SiteLine™ program resulted in a new facility that both met the company's immediate needs and set it up for future expansion.

