



INTEGRATED EXPANSION SOLUTIONS FOR YOUR GROWING BUSINESS

Expanding a business is an incredible opportunity. How you start—and who you start with—can make all the difference in the success of an expansion project.

SiteLine is a suite of integrated real estate solutions from Rudolph Libbe Group that guides business owners from the start of a project through to its successful completion; from understanding your business needs and evaluating your options, to real estate procurement, construction, and beyond. This powerful, interdisciplinary approach leverages 60-plus years of industry expertise from the Rudolph Libbe Group, including over three decades of real estate experience.

Where to Start When It's Time to Expand

When it comes to starting an expansion, some business owners may choose to explore real estate options first; for others it may be facility design or project financing.

Choosing just one area to focus on can result in a limited scope that doesn't take into account all possible considerations, and may even lead to unforeseen complications later.

SiteLine offers a comprehensive, strategy-driven approach that helps you avoid pitfalls and ensures that your facility will be equipped to meet your immediate and long-term needs. Commonly overlooked challenges are built into the SiteLine process:

- › Identifying and aligning operational needs, schedules and budgets with facility expansion and consolidation opportunities.
- › Planning for and avoiding costly and time-consuming roadblocks such as easements, environmental and zoning regulations.
- › Maximizing financial incentives, like tax abatements and infrastructure grants.

You won't be left to manage these critical issues on your own, because the experienced experts who deliver the SiteLine solution will ensure that every detail is addressed, leading to a successful project.

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How Does SiteLine Work?

SiteLine's integrated real estate solutions use a proprietary process that includes three simple but powerful phases: **Strategize, Analyze and Realize.**



PHASE 1: STRATEGIZE WITH PROJECT PLANNING

The SiteLine process begins with thorough project planning. We help you establish goals by evaluating space needs, timeline demands and financing strategy. This process includes:

- › Documenting the needs of your operations, reviewing current physical assets, and defining facility and location requirements.
- › Accommodating new office space, equipment and/or process requirements, planning for new staffing or customer contracts and production ramp up, analyzing the current facility lifecycle, understanding regulatory processes, and integrating design and construction.
- › Developing and analyzing pro forma models with economic incentive strategies, creating the initial project estimate, and enabling investor procurement.



PHASE 2: ANALYZE FOR SITE SELECTION

The SiteLine process continues with a confidential site search process, to help reduce the risks of unforeseen issues that can plague project budgets and schedules. A sound analysis and organizational confidence are developed prior to any major capital investments. This process includes:

- › Site and building research based on demographic and market analysis, your optimal location, and access to listed and unlisted opportunities.
- › Site suitability analysis, including a review of site constraints, conducting preliminary assessments, identifying regulatory timelines, and establishing preliminary project estimates based on site specifics.
- › Securing economic incentives to help defray costs and inform decisions on properties, including tax, infrastructure, workplace and development incentives. Negotiations are confidentially managed on your behalf.



PHASE 3: REALIZE THE FINISHED PRODUCT WITH EXPERT NEGOTIATION AND CONSTRUCTION INTEGRATION

Once the SiteLine process moves into the real estate transaction and construction phase, critical expertise is employed on the negotiations we conduct, and the transition to development can occur seamlessly. These critical steps in the process include:

- › Discrete and confidential purchase or lease negotiation.
- › Due diligence coordination, working with pertinent entities to manage the many assessments, surveys and approvals ensuring the acquisition goes smoothly.
- › Real estate and construction integration, successfully transitioning from property procurement to the design and development of your new facility, with the benefit of aggressive scheduling to ensure it is ready on time for occupancy and use.

Whether expanding your business through new construction or via current property options, discover how the proprietary SiteLine process can make the entire process simple, clear and hassle-free. **When you're ready to talk with an expert, please contact us at 419.725.3004 or visit [RLGbuilds.com/SiteLine](https://www.rlgbuilds.com/SiteLine).**