

MGAC Acquires Noted UK Firm RLF in Strategic Transatlantic Expansion

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MGAC, a leading North American-based owner's representation, and project and cost management consultancy, has announced the acquisition of U.K. property and construction consultants, RLF, for an undisclosed, all-cash purchase.

The deal will bring the combined turnover of the business to \$75 million and create a well-positioned global player in the project management and cost management space, with 270 employees in 10 offices across two continents.

"Our expanded business will create a formidable organization across two continents helping bring the most ambitious project visions to reality," said Mark Anderson, president and founder of MGAC. "We believe, by combining tools and resources, we can add jet fuel in the form of investment and energy to the U.K. business to provide greater opportunities to our professionals globally, and to better serve our clients. We are very excited to welcome RLF to MGAC."

Founded in 1885, RLF has 100 employees across four U.K. offices in London, Brighton, Birmingham, and Glasgow. RLF's core services include cost management, project management, construction management, health and safety, and building surveying. A selection of their key clients includes University of Birmingham, Bruntwood SciTech, BAM Properties, Solum, The Institute of Cancer Research, and Hyde Housing.

The acquisition will retain RLF's existing staff and 136-year heritage. Current RLF Managing Partner David Thomson has used this as an opportunity to announce his retirement, with RLF Executive Partner Sean Clemons unanimously being elected by the existing RLF partners as his successor. With the acquisition, Clemons will take on the role of Managing Director in the U.K., as the business enters a new and exciting chapter of growth.

"Today is an incredibly exciting day for RLF, and we very much look forward to working together with our new MGAC colleagues in North America as we continue to move forward and prosper," said Clemons, managing director of RLF. "The additional investment, resources, experience, and infrastructure will enhance our offering to clients and broaden our sector expertise."

Among the key benefits to RLF from the acquisition is the opportunity to expand and enhance sector expertise including the key areas of corporate, hospitality, and data center work, where MGAC has deep relationships and a leading market presence. Upon closing the transaction, Clemons and the existing RLF leadership team will continue to run the company on a day-to-day basis, and all its services will be delivered under the RLF brand for the foreseeable future.

MGAC leadership did a tremendous amount of research and looked at more than 80 companies in the U.K. before engaging with RLF.

"We quickly realized RLF shared a common vision with our company and there was a real opportunity for a strategic transatlantic expansion," said Anderson. "We have been working in the U.K. for more than 20 years, and we saw RLF as the ideal firm for us to establish stronger roots in the country and across Europe."

“RLF has a young, dynamic team that will only enhance the company as it broadens its service offerings,” added Anderson. “On the talent level, there is a formal education and licensing system in the U.K. around quantity surveying that we don’t have in the United States and Canada, so it’s exciting to be able to tap into that talent pool.”

Celebrating its 25th Anniversary in 2021, and privately owned, MGAC has 170 employees and is headquartered in Washington, D.C. with additional offices in New York, Toronto, Los Angeles, San Francisco, and Seattle. MGAC specializes in project and cost management services including program and project management, project controls, cost management, schedule management, technology solutions, FF&E procurement, and relocation management. The firm has completed multiple projects for 35 Fortune 500 companies, including two in the Top 5. MGAC is currently managing \$15 billion in construction across North America; and has worked internationally for top law firms, real estate developers, and various U.S. government agencies.

Some of MGAC’s recent projects include the T-Mobile Headquarters in Bellevue, Wash., the NFL Headquarters in Inglewood, Calif., and campus buildings at Johns Hopkins University, in both Baltimore and Washington.

“Both MGAC and RLF are process-driven and are dedicated to taking clients to better outcomes, added Anderson. “We both believe in providing value, not cutting corners, so we’ll continue to bring unparalleled service and actionable intelligence to each project we work on.”

Link to original press release:

<https://www.mgac.com/blog/mgac-acquires-rlf/>

