



REVVA B

CASE STUDIES

Andreas Lackmann

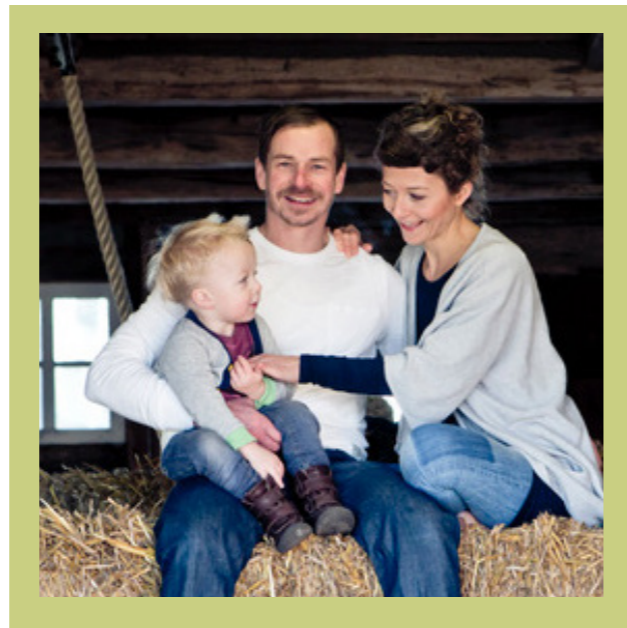
1. INTRO

After undergoing a retraining as a physiotherapist, Mr. Lackmann dared to step into his own business in 2007. Together with a friend he wanted to start today's project in Osnabrück - however the building authority does not allow this. When the friend leaps off, the planning for the sports barn, which he has carried out on a small scale since 2011, begins on the farm. After some convincing work, he can set up some treatment rooms and an unheated training room with sanitary facilities and staff room in a more suitable barn, which was completed in 2014.

<http://www.laufart-training.de/>

2. PROMOTER PROFILE

- **Name:** Andreas Lackmann
- **Age:** 45
- **Gender:** Male
- **Education:** Farmer, physiotherapist
- **Marital status:** Married
- **Number of children and children age:** 1 child (2)



3. REUSED/VALORISED BUILDING

- **Address - to be used for the building location map:** D-49219 Glandorf
- **Reused/Valorised building type:** Barn.
- **Reuse/Valorisation purpose:** Sports-barn.

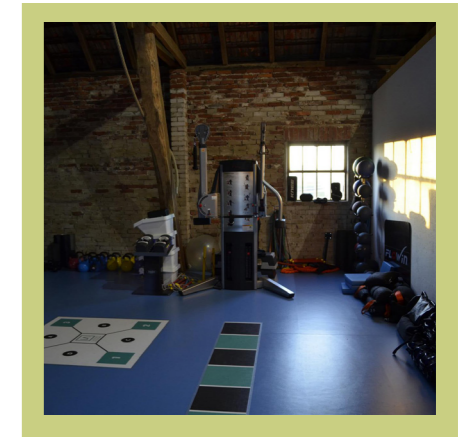
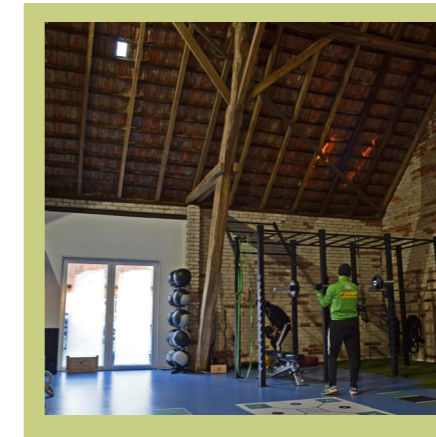
Building description before reuse/valorisation

Before the conversion, the building was used as a machine hall and for cattle husbandry. The building consists of the four framing walls and had no extensions like walls or a roof truss before the conversion.

Building description after reuse/valorisation

Within the framework of the reuse, the barn has been divided into two areas: an undeveloped, unheated area, where the training area is - and the dismantled part, which accounts for approximately 2/3 of the floor area. Here, a ground floor was built into the barn, which takes up the beams and characteristic elements of the barn. The original character of the building is fully preserved. The old elements were admirably absorbed by modern architecture and form a harmonious picture.

Building Pictures



4. FARM DESCRIPTION

- **Address:** D-49219 Glandorf.
- **Farm Area in ha:** 16

Farm description before reuse/valorisation

The farm was mentioned for the first time around 1500 and lastly operated until 1975. From 1975, the company was rented and managed by the father. By 1980, 7 cows, 2 horses, 50 fattening pigs and 8 sows and chickens were kept. In 1959 the first tractor was bought. Currently the company is run by the brother of the user, who also runs the farm of the parents.

Farm description after the reuse/valorisation process:

In the course of the reuse the agricultural land was taken over by the brother, who now cultivates the land. The agricultural activities are carried out completely by the brother - the buildings are converted to living and storage areas.



Farm Pictures



5. REUSE/VALORISATION PROCESS

The basis for the conversion was the concept of adding value in the sports field beside the training and physio offerings. Nature, a special atmosphere and a certain clientele who appreciate exactly these special features are addressed. The elements of the old barn give the project and the rooms a warm and pleasant atmosphere, which is found in the middle of beautiful countryside, in a splendid landscape. If you train here, you get motivation and enjoy the coolness of the training room during the winter as well as the outdoor activities in the summer with tractor tires, signposted running routes and yoga outdoors. The most important aspect of the implementation was the entrepreneurial advice and the special durability of planning and construction. Furthermore, the project is planned to be extended to the storage (second floor) and another building.

Threats/Challenges

Unplanned incidents: After the company consultant quit, the project had to be carried out and new consultants had to be found.

Convincing the surrounding: The family and a wide range of actors must first be convinced by the project in order to get their support.

Main Training/Skills/Competences

- Authenticity: Especially in rural regions, it is important to have a relationship with the people - often "skepticism" exists in "foreign" people.
- Courage: Keep your own goal in mind and persistently persevere, even if you are facing skepticism and rejection.

- Patience: It does not always work immediately. Often it takes a long breath to develop the project.

Promoter advice

With patience and perseverance pursue your own vision, and stand 100% behind it. It is important to be authentic and not to bend - pursue your own passion. The customers notice this and feel good..

6. CONSIDERATIONS, SKILLS/COMPETENCES INVOLVED IN THE REUSE/VALORISATION PROCESS AND QUERIES/QUESTIONS

General considerations

Of crucial importance was the existing experience that the concept already works in small scale. This concept was then elaborated to provide additional benefits and characteristics that stand out from the competition. Only then the project succeeds.

Skills/Competences especially relevant for the reuse/valorisation process

It is important to develop a concept that has unique features and offers clear added value to the customer. This project is then to be planned and thought through in detail in order to convince the actors involved, such as offices and banks of the idea.

Queries/Questions

- Can I offer added value in comparison to equal offers?
- How can I realize the project with the given funds / buildings meaningfully and step-wise?
- What is my vision and how can I implement it?



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