

CASE STUDY

AT A GLANCE



District:

Eleanor Roosevelt School, Baltimore, MD

Project Type:

Library Retrofit

Furniture Budget:

Alumni Donation

Partner:

Heart of America

Solution:

Marco Furniture + Design Support

The Challenge

- Existing library retrofit with multiple entry points and sightline challenges.
- Staff needed clear visibility across the entire space for supervision.
- Central location within the school required a design that looked cohesive from every angle.
- Outdated furniture created a dreary, uninspiring environment.



The Marco Approach

- Partnered closely with Heart of America and school staff to understand the space.
- Provided design expertise and renderings to visualize the new environment.
- Used modular furniture solutions to create flexible zones for learning and collaboration.
- Strategically arranged products to improve circulation and sightlines.

The Result

- A warm, inviting library that now serves as a hub for the school community.
- Improved staff visibility and supervision throughout the space.
- Flexible areas for reading, collaboration, and student engagement.
- A complete transformation achieved without major construction.

Why It Mattered

- Students received more—inside and outside the classroom.
- The district maximized limited funds without sacrificing quality.
- The dealer gained a responsive, reliable manufacturing partner.
- The project proved that challenging the default can deliver better results.

"Marco made this feel like a completely custom project but it was achieved through thoughtful product selection and design." - Tom Helwig, Senior VP of Operations, Heart of America



Marco. Where Learning Takes Shape.