

Remodel of the First Floor at 330 E. Liberty

SPARK proposes to expand the capacity of its Phase 1 incubator to allow us to serve a greater number of innovative startup companies at its 330 E. Liberty location. This renovated space will serve to host companies that are in the very early stages of growth and cannot afford market rental rates. Our lease costs and terms allow these companies to avoid the onerous 5-10 year lease terms required in the commercial market. The need for business acceleration, mentorship and experienced support at this critical stage of company growth is extremely important. SPARK and its partners will provide this assistance. Driving the need for the remodel is the out dated, fully depreciated, age of the 10+ year old furniture and closed-in floor plan. The new plan, with open work space design, allows for a significant increase in capacity to help meet the growing demand by the growing number of start-ups in the community.

Operations Plan

The key distinction between the SPARK Central Incubator tenants housed on the first floor, the third floor and the fourth floor is the stage of the company. Pre-revenue and very early stage companies that need either a Virtual Tenant or one/two desk solution will utilize the 1st floor.

Companies that are appropriate for the 1st floor would exhibit the following key characteristics:

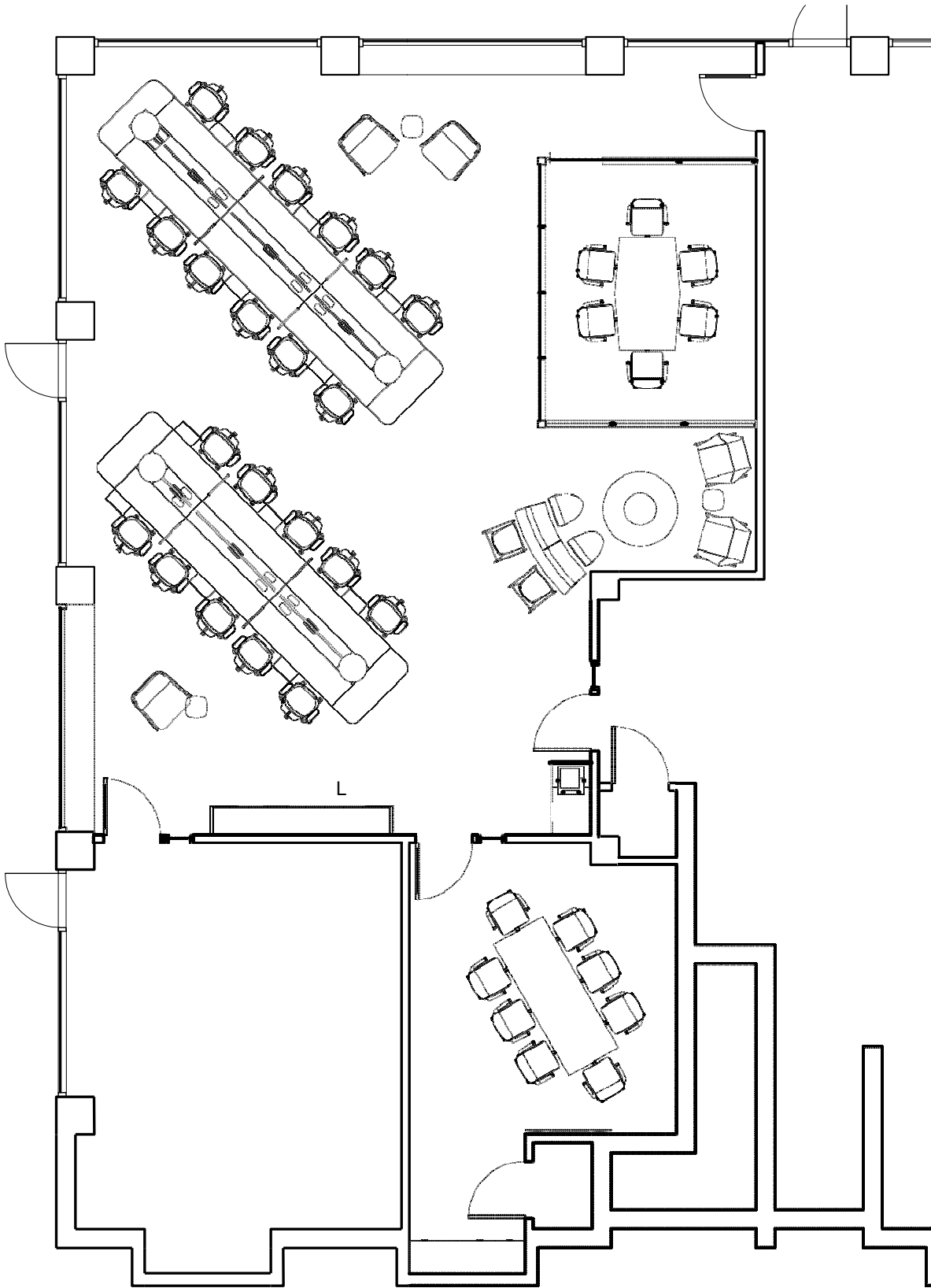
1. The Company headcount is between one and five FTE's.
2. The Company will not have raised significant outside equity investment.
3. The Company does not have sufficient revenues and/or positive cash flow allowing them to afford market lease rates.
4. The company is likely to expand beyond the capacity of the 1st floor within 12 to 24 months.

Phases of Tech Startup Incubation



Attachment A

PRINT



The remodeling of the first floor allows for roughly 40 employees, counting virtual tenants using space not shown on the above plan. There are two conference rooms to accommodate a variety of meeting sizes. Lounge areas will be dispersed throughout the space for impromptu meetings. There will be tables near the kitchen area (not on this plan) that allow for a place to eat or meet with co-workers. There will also be multiple phone booths for private meetings.

Shown on plan:

Resident Spaces: 22 (increased from 10)

Private Meeting Space: 2

Lounge Spaces: multiple

Collaboration Spaces: 2

Standing Desk Tabletops : 2 (capacity for 8)