

WSSK Operating Assumptions- Joseph Hedrick

| Rate Assumptions | | |
|---------------------------------------|-------------|-----------------|
| (Private) | Rate | Unit of Time |
| Hot Pod (6 or 12 month lease) | \$ 2,300.00 | Month |
| Cold Pod (6 or 12 month lease) | \$ 2,300.00 | Month |
| Social Lab (2 hr minimum) | \$ 150.00 | Hourly |
| Memberships (Hourly) | Rate | Unit of Time |
| Full-Time (6 or 12 month lease) | \$ 1,600.00 | 130 hrs Monthly |
| Nights/Weekends (6 or 12 month lease) | \$ 1,131.00 | 87 Hrs Monthly |
| Food Truck (6 or 12 month lease) | \$ 1,500.00 | 65 hrs Monthly |

Starting

Starting

Starting

Starting

| Equipment Rental | Rate | Unit of Time |
|----------------------------|----------|-------------------------|
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| | | |
| Storage Rental (per shelf) | Rate | Unit of Time (per unit) |
| Dry storage | \$ 35.00 | Month |
| Cold storage | \$ 45.00 | Month |
| Freezer storage | \$ 55.00 | Month |

Starting

Starting

Starting

| Facility Assumptions | | |
|----------------------|----------|-------------------|
| Station Rental | Quantity | Size (SF) |
| Hourly | 14 | 200 |
| Monthly | 8 | 150 |
| Storage Rental | Quantity | Size (Cubic Feet) |
| Dry containers | 50 | 50 |
| Cold containers | 50 | 50 |
| Freezer containers | 25 | 50 |

| Usage Assumptions | |
|--|--------------------|
| Membership Hourly | % of Total Members |
| Total Members | 60 |
| Full-Time Membership (3250 hours) | 50% |
| Night/Weekends Membership (1305 hours) | 30% |
| Social Lab (1461 Hours) | 10% |
| Food Truck Membership (650 hours) | 10% |
| Pod Rental | |
| Monthly | Hours/Unit/Month |
| Monthly Pods | 8 |
| | |
| Hourly | Hours/Unit/Month |
| Social Lab | 300 |

| Equipment Rental | Hours/Month |
|---------------------------------------|-------------|
| Use of prep and product staging areas | 0 |
| Use of bottler | 0 |
| Use of vacuuum sealer | 0 |
| Storage Rental | % Occupancy |
| Dry containers | 80% |
| Cold containers | 80% |

will vary during ramp-up

| | |
|--------------------|-----|
| Freezer containers | 80% |
|--------------------|-----|

| SF Assumptions | |
|---------------------------------|--------------|
| Gross leasable sf (interior) | 7,740 sf |
| Social Lab (4 stations) | 600 sf |
| Bakery (3 stations) | 400 sf |
| Dry Storage | sf |
| Cold Storage | sf |
| Freezer Storage | sf |
| Pods (8 stations) | 1600 sf |
| Scullery (2 stations) | 400 sf |
| Equipment Storage Area | 200 sf |
| Loading | 150 sf |
| Office | 150 sf |
| Shared Use Kitchen (7 stations) | 2400 sf |
| Hallways/Common/Flex Space | 565 sf |
| Bathrooms | 100 sf |
| Cold Prep Areas (5 Stations) | 375 sf |
| Lounge | 150 sf |
| TOTAL SPACE | 7,690 |

| Operating Assumptions | |
|------------------------------|-----------------|
| Tenant electric | \$ 1.50 per sf |
| Refrig additional util cost | \$ 0.50 per sf |
| Freezer additional util cost | \$ 1.00 per sf |
| Lease | \$ 15.00 per sf |
| CAM, Insurance, and RE Taxes | \$ 7.00 per sf |
| Cleaning | \$ 3.00 per sf |
| Repairs/maintenance | \$ 2.50 per sf |

Market study estimates \$4 for all utilities

Market study assumes \$5 psf rent

Includes utilities except electric

| Staffing Assumptions | |
|-----------------------------------|------------------------|
| Executive Director | 75000 per year |
| Operations Manager | 55000 per year |
| Outreach/Communications Associate | per year |
| Outreach/Communications Associate | 24000 per year |
| Community Manager | 48000 per year |
| Annual Staffing Budget | 202000 per year |

Full time includes salary and benefits

Full time includes salary and benefits

Part-time

Part-time

Full time includes salary and benefits