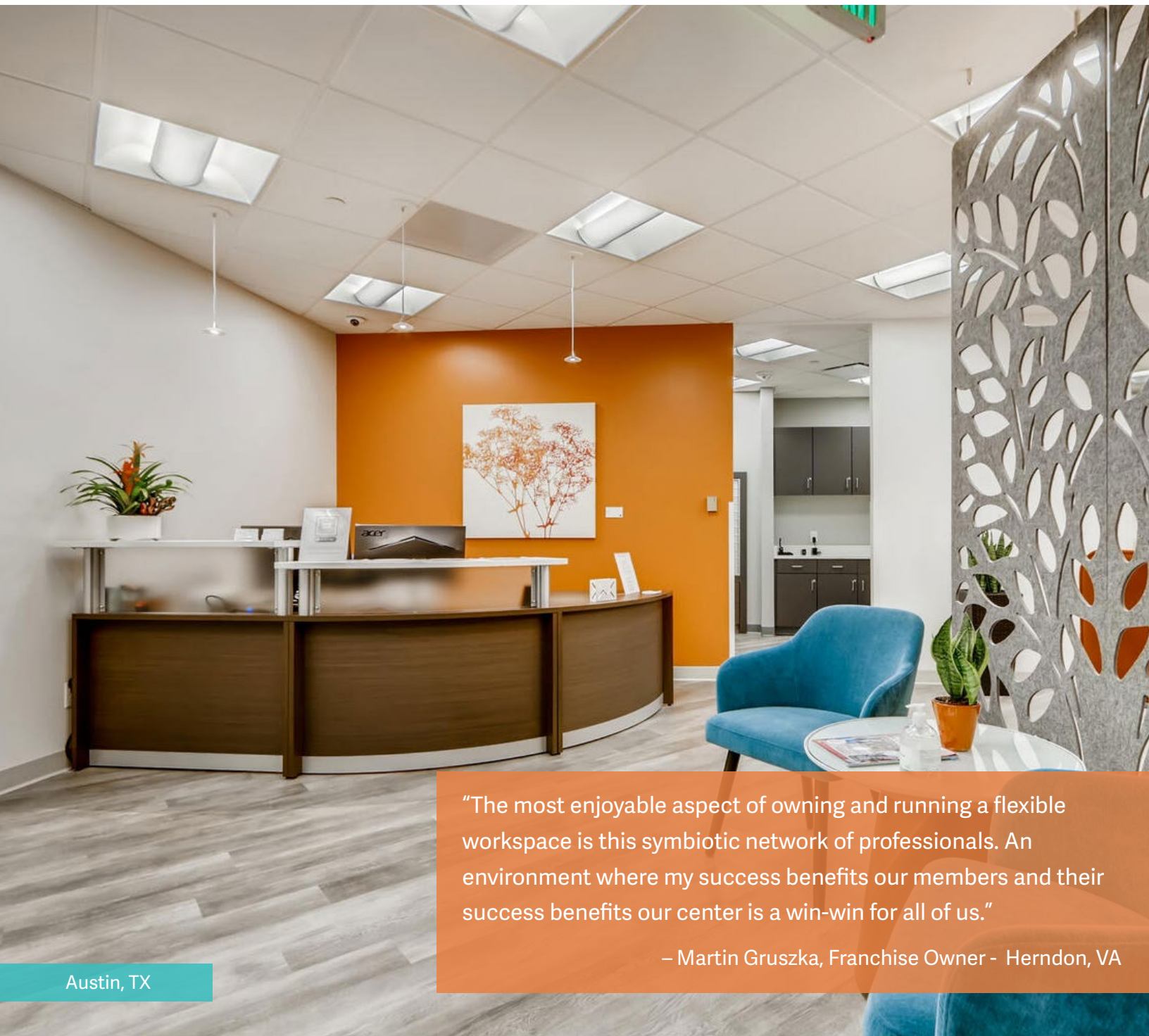


# Named *Entrepreneur's* Best Coworking Franchise 2017, 2018, 2019, 2020 & 2021... Find out Why!



Austin, TX

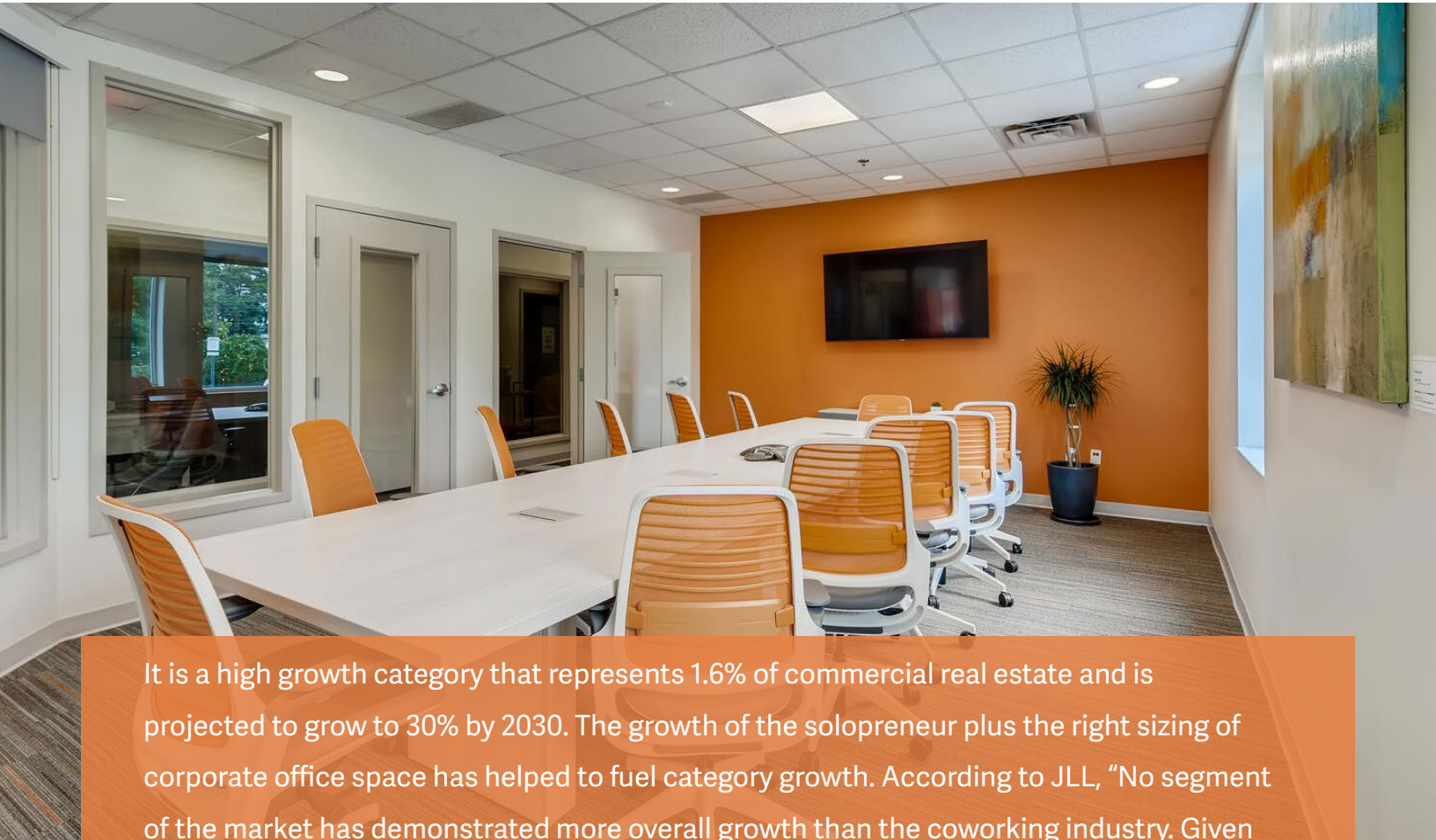
"The most enjoyable aspect of owning and running a flexible workspace is this symbiotic network of professionals. An environment where my success benefits our members and their success benefits our center is a win-win for all of us."

– Martin Gruszka, Franchise Owner - Herndon, VA

By 2030, the flexible workspace market is expected to represent 30% of U.S. office stock. (JLL)

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# The coworking category is on fire!



It is a high growth category that represents 1.6% of commercial real estate and is projected to grow to 30% by 2030. The growth of the solopreneur plus the right sizing of corporate office space has helped to fuel category growth. According to JLL, "No segment of the market has demonstrated more overall growth than the coworking industry. Given the massive amounts of venture capital that's being poured into the sector, this aggressive growth rate shows no signs of slowing. That's why we expect flexible space to remain one of the office market's primary growth catalysts for quite some time."

The US has 80+ million square feet of flexible workspace, making it the global leader in coworking real estate. (*Coworking Resources*)

During the Great Recession from 2008-2010, Regus' occupancy rates only declined by 5.5%. (*VTS - View the Space*)

Coworking reduces loneliness and makes workers happier. (*Small Business Labs*)

There are approximately 35,000+ flexible workspaces in the world, representing 521 million square feet (*Allwork*)

**Virtual Market: \$1 Billion per year**

**Meeting Market: \$1 - 1.5 Billion per year**  
(*Davinci*)

# A Unique Niche within the Coworking Category.

Driven by the need to align workspace with business and workstyle needs, the coworking category continues to experience tremendous growth. As the category expands, we have carved out a significant and unique niche that our members value. Proudly, we are the largest network of locally owned and operated coworking locations in the nation. Here are some highlights of our key points of differentiation.

## Located in suburban markets.

Franchisees and Business Center Managers (the heart of each location) are woven into the fabric of the community. Each drawing upon their local network to support member success.

**Franchisee Benefit:** Lower costs associated with a suburban market. And meeting the needs of an underserved locale.

## Business minded clientele.

Each franchisee has made their mark in business. Some are serial entrepreneurs. Others are spring boarding off a successful corporate job and are ready to flex their entrepreneurial muscles.

**Franchisee Benefit:** A unique business ownership model. Working directly with like-minded entrepreneurs.

## Smaller footprints.

Our location size allows for a community to be truly nurtured, while also offering an extended community of thousands across the network.

**Franchisee Benefit:** Highly efficient space, utilization, and monetization.

## Our Culture.

Our culture based on the principles of Ohana is palpable. Owners, BCMs and members all share in a common desire to help and support one another.

**Franchisee Benefit:** Ohana. Working together to provide Dreamers, Risk-takers, and Doers workspace to do their thing.

## Space layout and design.

The flow of our space, the colors, furniture, and the ratio of private, semi-private and open space is no accident. The design is purposeful, created to enable and enhance our members' work.

**Franchisee Benefit:** Creates an environment appealing to our customer profile and attracts business.

If this sounds interesting to you, we invite you to read on and to connect with one of our Business Development experts.



# An Unparalleled Franchise Opportunity.

If you are interested in owning a franchise in your community that yields recurring revenue, catering to a professional clientele that operates Monday - Friday / 8-5, we encourage you to read on.



## Recurring Revenue

Subscription-based revenue model: 90%+ income is recurring.



## Semi-Absentee

Manage the manager model.



## One Employee

You hire one salaried, professional employee. That's it.



## No Food

No need to worry about food, expiring inventory or cash.



## Business to Business (B2B)

You'll have professional clients, just like you.



## Recession Resistant

The demand for flexibility is not going to decline.



Roswell, GA

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# Investment Range



## Investment Range

While our FDD states our Total Investment range as \$394k-\$1.3M, most deals are completed between \$400k-\$600k, which includes 12 months of working capital. For more information, please refer to item 7 in our FDD.



## Franchise Fee

1st unit: \$49,500  
2nd unit: \$35,000  
3rd unit: \$25,000

## Qualifications for a Franchisee

### Net Worth and Capital Requirements

| # of Units | Net Worth | Investable Liquid Capital |
|------------|-----------|---------------------------|
| 1          | \$2.0MM   | \$750K                    |
| 2          | \$2.5MM   | \$1.0MM                   |
| 3          | \$3.0MM   | \$1.25MM                  |

### Credit Score

In order to qualify for a sufficient bank loan and commercial lease, you need a credit score of 700 or higher.

The Flexible Workspace market is estimated at \$26 billion. (*Allwork*)

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# Diversifying Your Portfolio.

Are you interested in rounding out your portfolio with a franchise that provides a simple but efficient model with predictable and reliable recurring revenue?

## Franchise Comparison - Hospitality/Retail vs. Office Evolution

| Category           | Hospitality/Retail   | Office Evolution   |
|--------------------|--|--|
| # of Employees     | Many hourly employees. Extremely high turn-over rate.                    | 1 professional salaried employee. Low turn-over rate.                                      |
| Hours              | Evenings, weekends, holidays and some 24/7.                              | No evenings, weekends or holiday hours (Mon-Fri / 8-5).                                    |
| Product            | Significant inventory, expiring food, and cash on-site (possible theft). | No inventory, expiring food, and no cash on-site. The product is monthly membership plans. |
| Revenue            | One-time sales   | Monthly recurring revenue - maintains a constant and consistent stream of revenue.         |
| Franchisor Support | Varies   | Substantial centralized and back-of-office support & much more!                            |

Somerville, NJ



Diversification is the most important component of reaching long-range financial goals while minimizing risk. (*Investopedia*)

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# Ready to Move Forward?

Our development process serves an important process – to ensure you understand what it takes to be a successful member of our Ohana. Together, we'll work through the steps ensuring you have all the tools needed to reap solid financial rewards.

## STEP 1:

Inquire

## STEP 2:

Get Introduced to Office Evolution

## STEP 3:

Learn About the Office Evolution Model

## STEP 4:

Review our Territory and Franchise Disclosure Document (FDD)

## STEP 5:

Validation with Other Franchisees

## STEP 6:

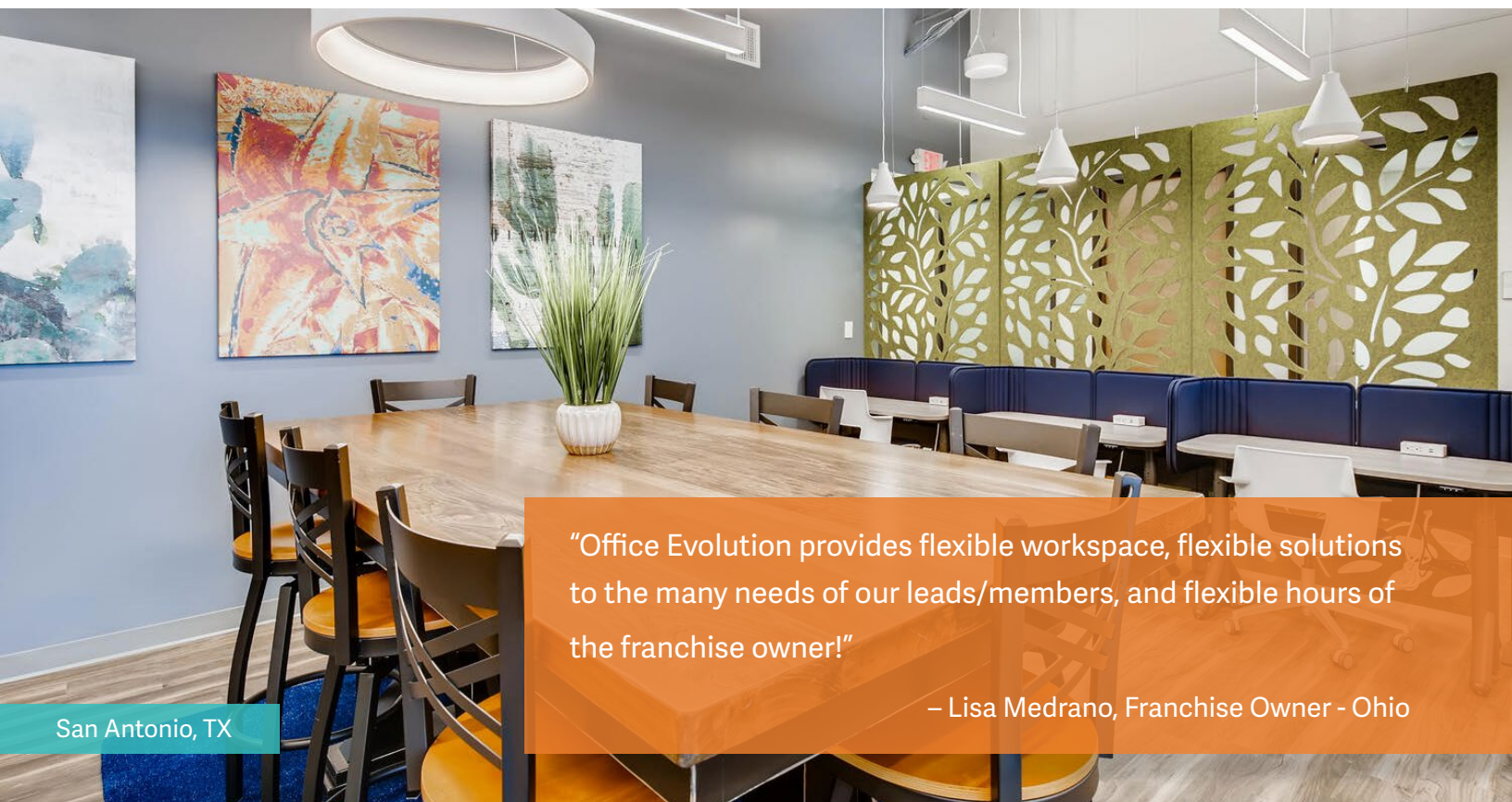
Finalize Term Sheet and Asset Verification

## STEP 7:

Meet our Team

## STEP 8:

Sign the Franchise Agreement and Join our Ohana!



"Office Evolution provides flexible workspace, flexible solutions to the many needs of our leads/members, and flexible hours of the franchise owner!"

– Lisa Medrano, Franchise Owner - Ohio

San Antonio, TX

Coworking members in the US are forecasted to double to 1.08 MM in '22. (*Statista.com*)

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# Our Core Values

In Hawaiian, **"Ohana"** means an extended family or clan. **Ohana is at the core of our culture and our values.** Our OE Ohana includes every teammate regardless of their employer, our franchise owners, investors, and partners. When executed the right way, our members and guests embrace and become members of our Ohana too.

Our Ohana's common purpose is to represent those who try, believe in their own talents, dream of a better life, and say "I can do this!"

**They are important, brave, deserve our respect, our heroes, and we exist to serve them.**



Since we are an Ohana, **"We are in this together"**. We simply call this **"Win-win"**. When a member of the Ohana is respectful, works hard, follows the plan, strives for constant improvement, takes ownership and is authentic, we tend to work even harder for them.

**We fight for those who own their actions and respectfully fight for themselves.** We are energized by this.

However, they can't do it alone. They need cheerleaders, comrades, supporters and facilitators who will fight with them... and they need places to work, places to think and dream, and places to connect.

Our responsibility is to take ownership and to authentically serve, honor, respect, support, teach, coach, empathize with and cheer for the dreamers and fighters. **This is not about us, it's about them.** But, when they are successful, we will all be rewarded with respect, wealth, gratitude, admiration.

**We are driven by this greater purpose, by this Ohana of dreamers and doers.** It is our duty, our purpose, our calling, to take ownership and to authentically serve, admire, respect and honor them, and to provide them **a place to do their thing.**





# Featured Franchisees

Mike and Kelly Weilgus, Area Developers - Jacksonville, FL

## Why did you decide to become an OE franchisee?



"We looked at a number of different opportunities and OE definitely hit the cord for us. I think primarily it was the ability to have just one employee. I think that was very attractive to us. Also, we didn't want to be in the restaurant business. We didn't want to be dealing with folks we couldn't relate to. So, we are actually dealing with business people on a day-to-day basis and really help them grow their business."

Andy Fry, Area Developer - Charleston, NC

## Why did you decide to become an OE franchisee?



"Before joining Office Evolution as a franchisee in 2016, I was an Institutional banker with responsibilities that included relationship management, sales and operations to major Institutional Investors. The common thread between my banking background and Office Evolution is client service. I've found that I really enjoy helping clients succeed, and the OE business model enables me to help my customer base build their businesses for success. This gives me true satisfaction."

Rhett Bratt and Dawn Lopshire, Area Developers - Walnut Creek, CA

## Why did you decide to become an OE franchisee?



"Running my own business had always appealed to me, and I considered opening a sports team apparel business or launching a consulting practice. But after evaluating several different business concepts, I chose OE because it checked the two most important boxes for me. It provided a dynamic market with a trajectory of healthy growth, and it gave me a supportive, transparent partner to help navigate an unfamiliar business."

Tara and Greg Abernathy - Area Developers - Raleigh, NC

## Why did you decide to become an OE franchisee?



"It offers a quality of life we are looking for as we enter our later years. It is going to provide us with a really good income and not require me to travel like I have for the past 25 years. We are very excited about the brand and the rise of this industry, and being on that part of the bell curve. It is really exciting to be involved in something we know is going to be an astronomical field within the workspace."

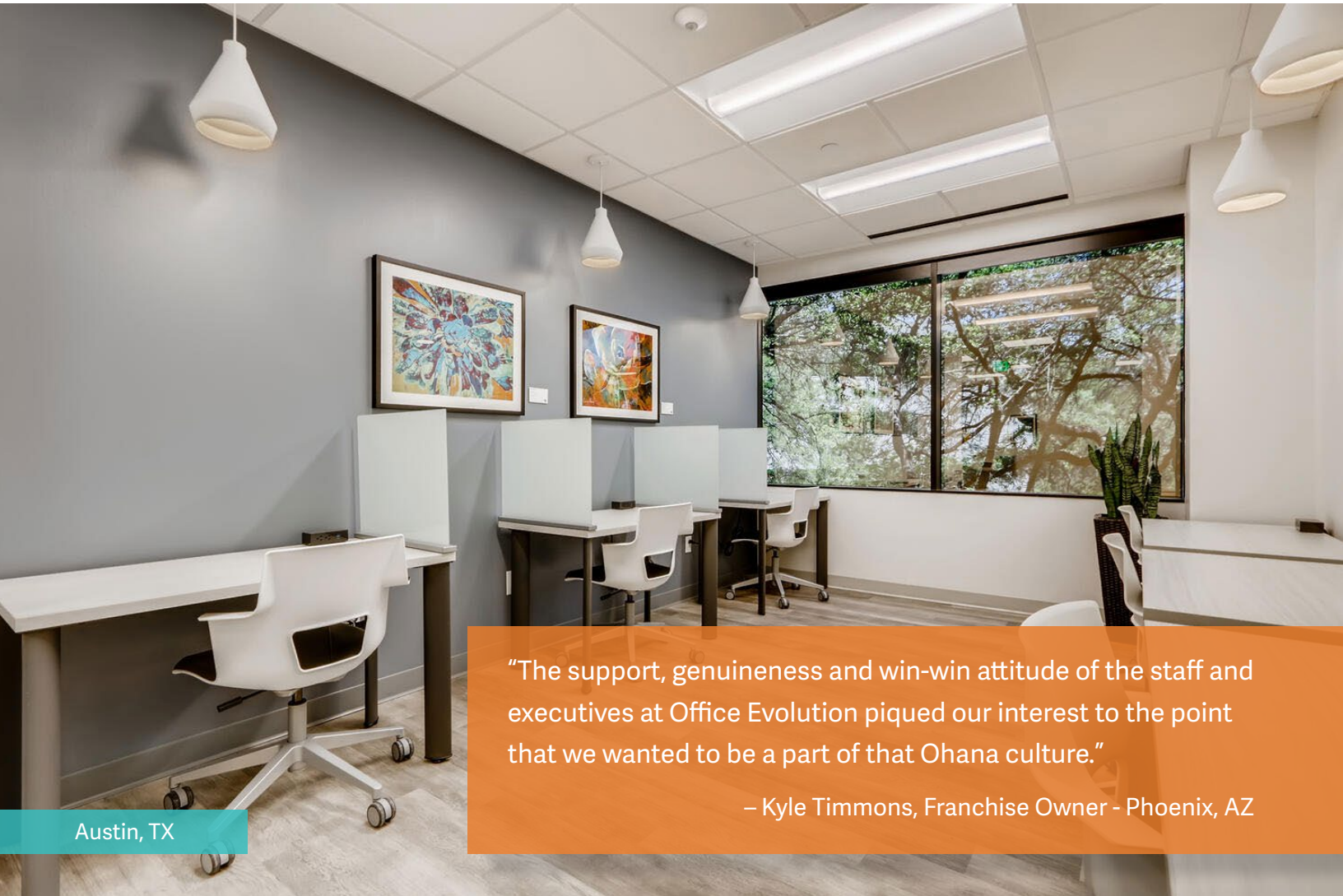
# Let's Connect

Own a franchise that provides workspace to dreamers, risk-takers, and doers!

DREAMERS  
RISK-TAKERS  
AND DOERS

INSPIRED HERE.

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Austin, TX

"The support, genuineness and win-win attitude of the staff and executives at Office Evolution piqued our interest to the point that we wanted to be a part of that Ohana culture."

– Kyle Timmons, Franchise Owner - Phoenix, AZ

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📍 Corporate Headquarters Address:  
357 S McCaslin Blvd, Suite 200  
Louisville, CO 80027

☎ 1-877-475-6300  
✉ franchise@officeevolution.com  
🌐 www.officeevolutionfranchise.com

