

wrkspac

redefining remote work, access flexibility, find community

website
www.wrkspac.app

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workspace

problem

the friction of remote work

the workspace market stands at a critical crossroads: countless office spaces sit empty while remote workers, though enjoying newfound freedom, feel isolated and disconnected from community. This glaring inefficiency wastes valuable resources for space operators and leaves people and teams without affordable and accessible places to work.

underutilized office spaces

in the US, over **1 billion square feet of office space remain empty**, leading to wasted resources for space operators

workspace operator struggles

67% report under **60% utilization, with 60% being unprofitable**. Only **38% of revenue comes from desk rental**, wasting potential resources

remote work growth

by 2025, **36 million Americans will work remotely**, but face challenges in finding suitable, community-oriented workspaces

remote worker pain points

80% of surveyed users struggle to find spaces meeting their needs for productivity and community

wrkspace solution

ClassPass for flexible space



wrkspace partners with **space owners to offer a flexible, AI-powered platform that connects remote professionals to curated workspaces.** We provide personalized workspace **recommendations, fostering collaboration, productivity, and community** while optimizing underutilized spaces.

wrkspc

a digital workspace platform

product overview

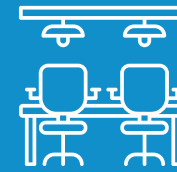
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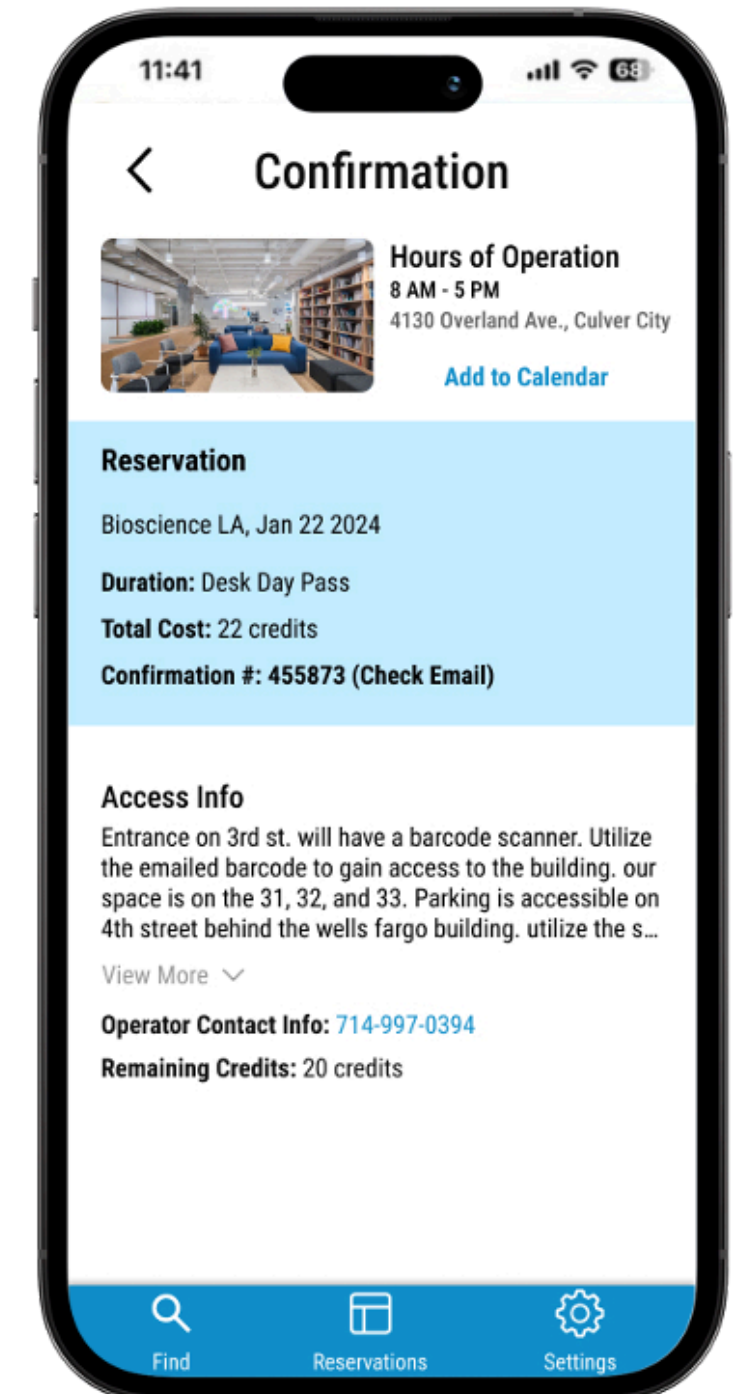
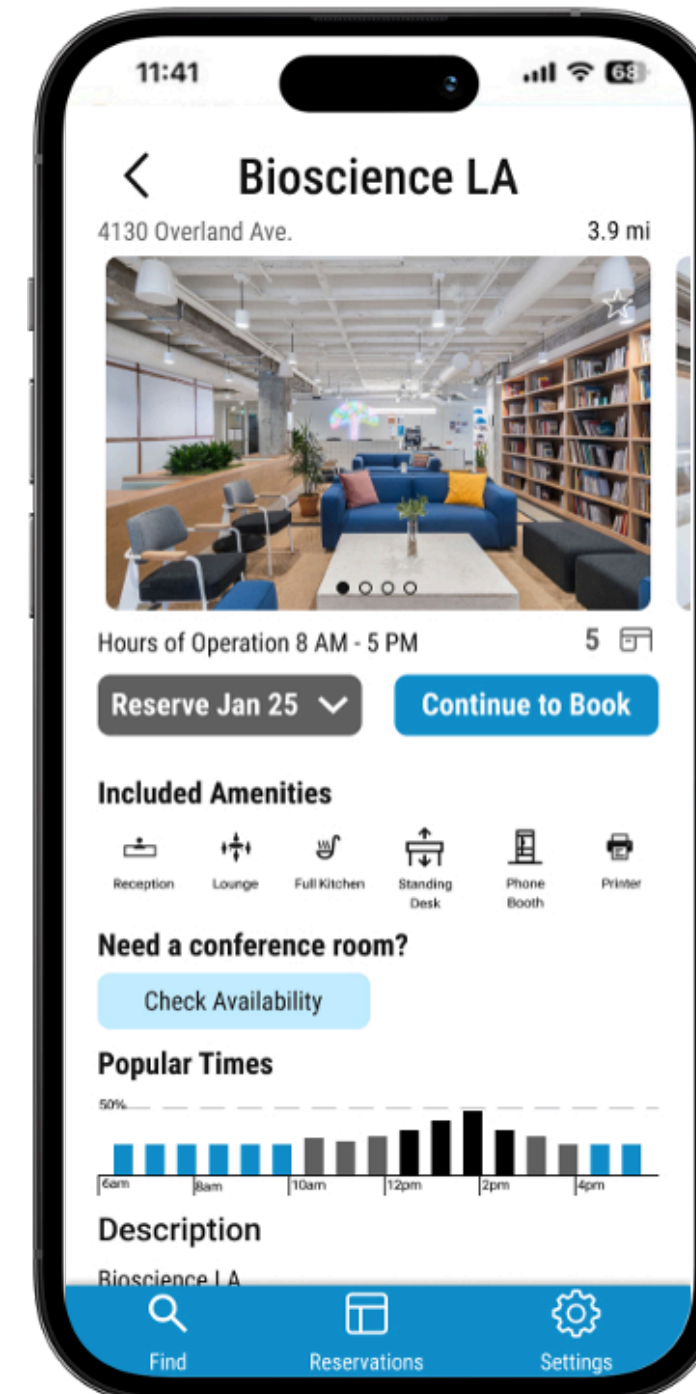
discover a comprehensive directory of flexible spaces, private studios, and event venues, with exclusive member perks and tools for space owners



seamless booking system provides real-time availability, instant confirmations, and secure payment options



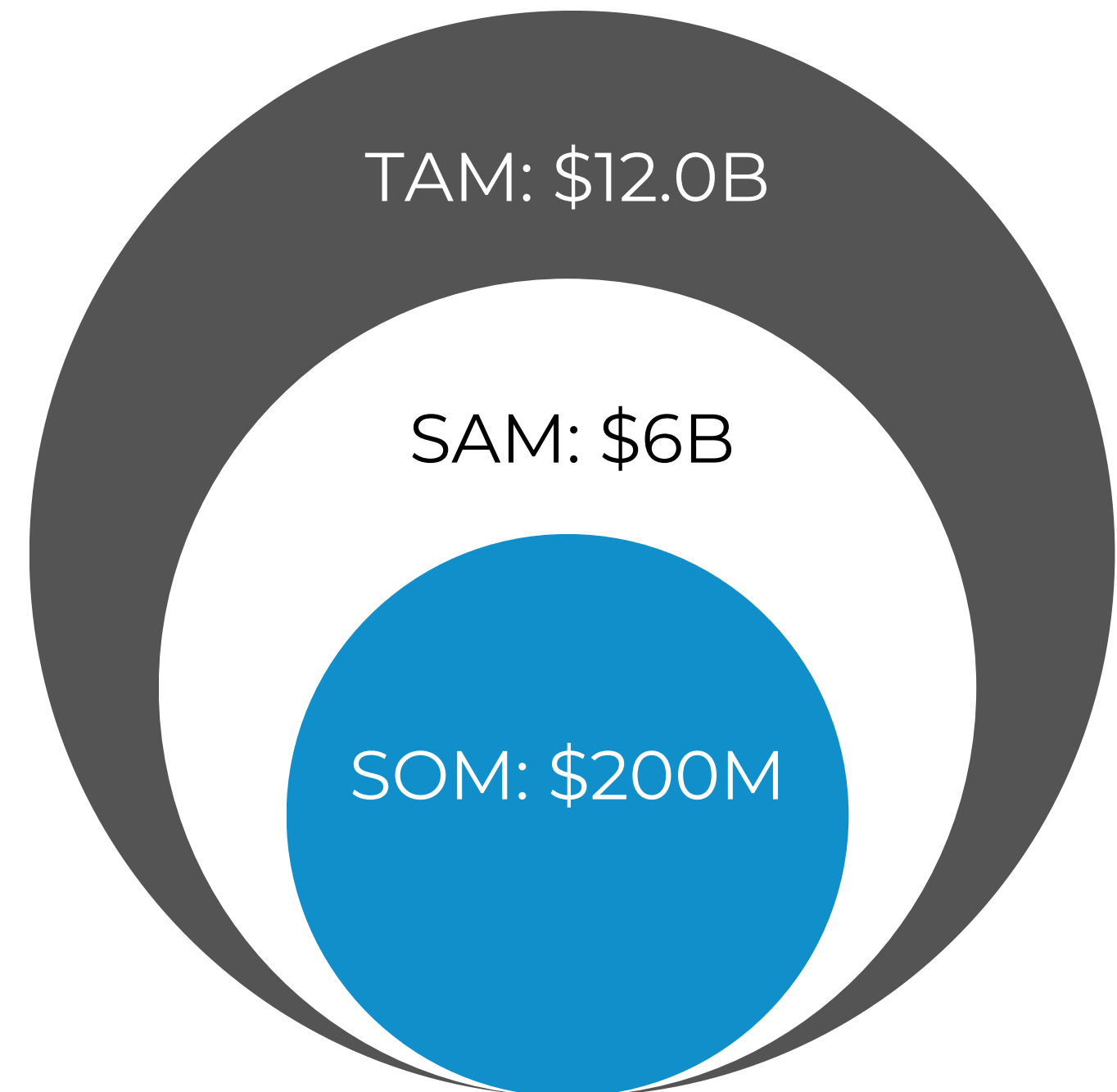
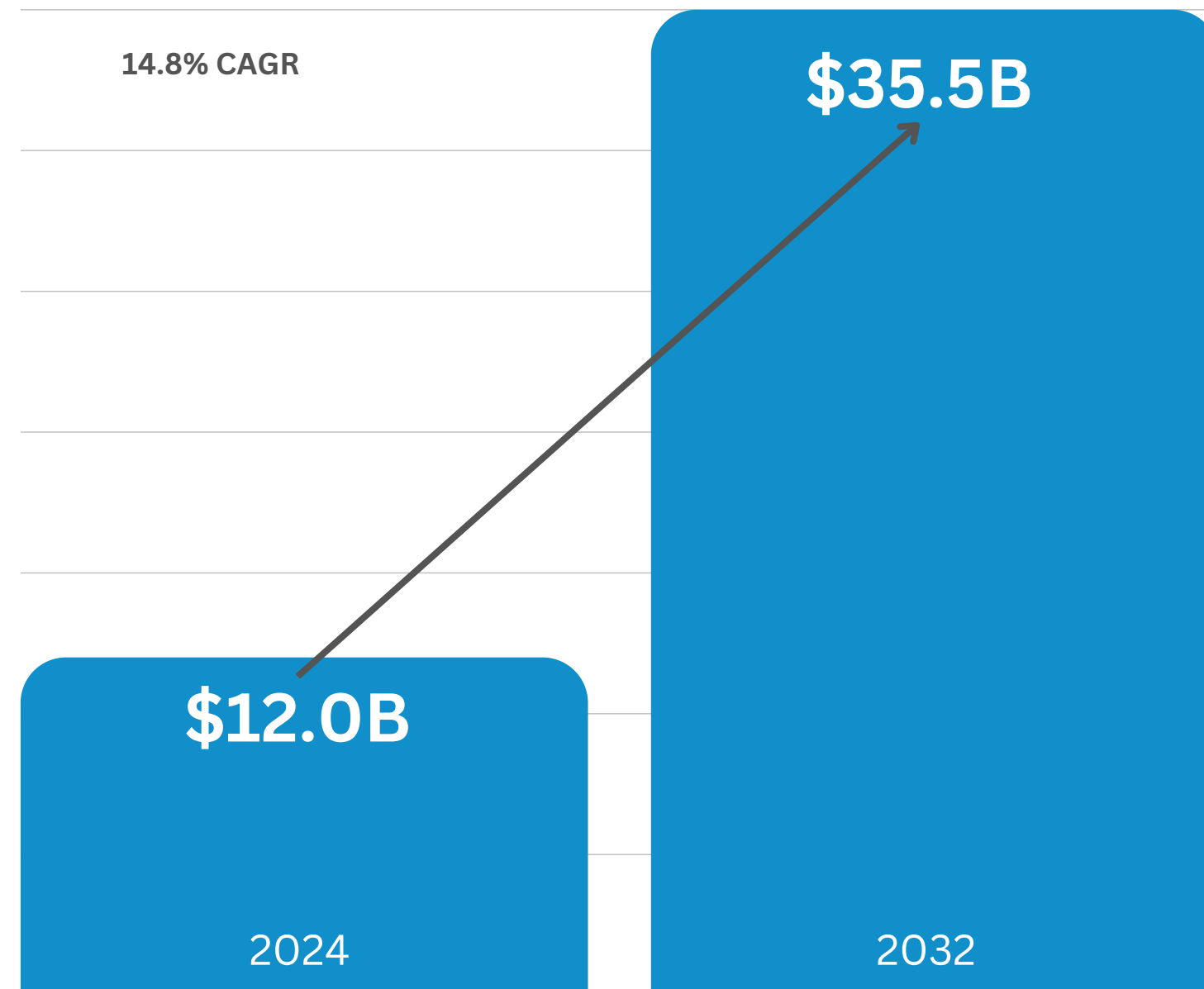
users enjoy personalized recommendations powered by AI, flexible membership plans, and community reviews for informed decisions.



booming future of coworking

market opportunity

■ US COWORKING MARKET GROWTH



workspace

flexible membership plans

business model

creator

perfect for those that are looking to roam, create, and meet includes **5 reservation credits**

\$149/mo

community

explore, connect, and get inspired includes **25 reservation credits** and exclusive workspace perks

\$299/mo

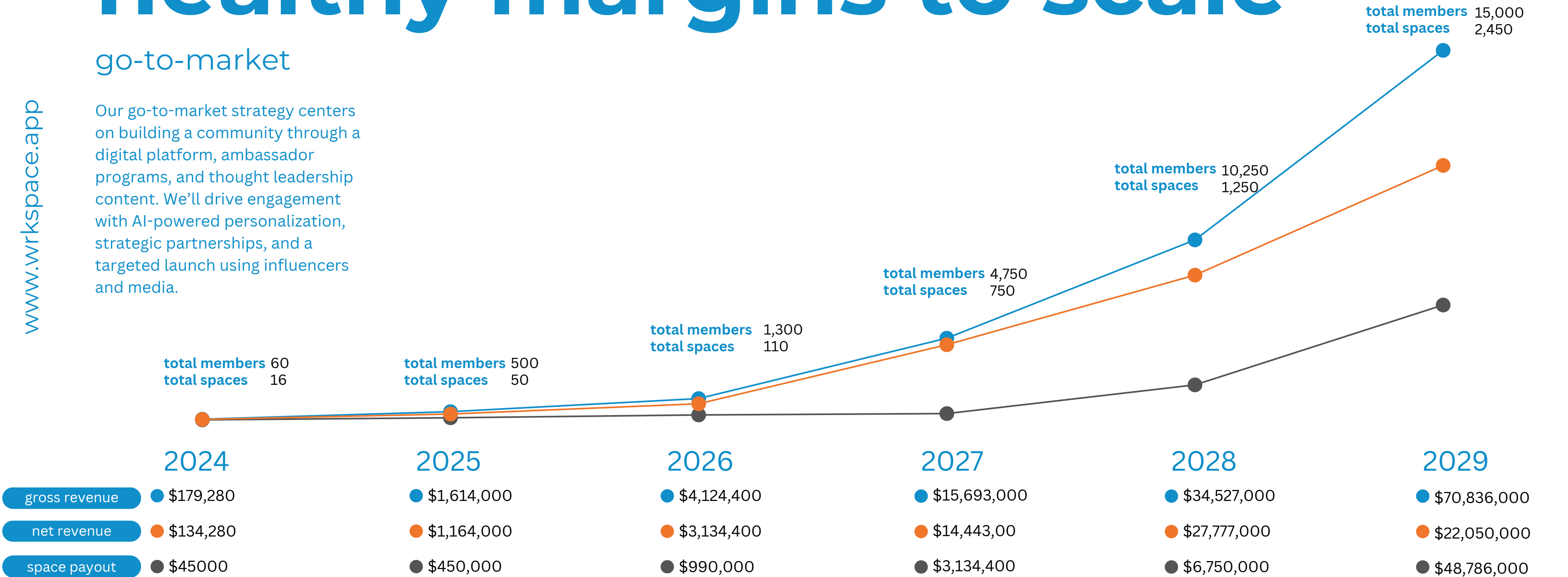
coworking space
revenue share
base \$250 a month plus
additional shares based
on bookings.

healthy margins to scale

go-to-market

Our go-to-market strategy centers on building a community through a digital platform, ambassador programs, and thought leadership content. We'll drive engagement with AI-powered personalization, strategic partnerships, and a targeted launch using influencers and media.

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early traction and momentum

traction

company
founded

jan 2024

in the first 9 months, we have been named quarter-finalist in Pepperdine's **2024 Most Fundable Company list**, host **partnership events with Rivian**, secured an **API partnership with Google** to build the AI tool, and developed community management platform direct integration

initial membership pre-
launch signups

120

within the first three months of announcing our business, we were thrilled to secure **120 membership signups before our official launch**. This strong early interest validated the demand for our services and gave us confidence in our offering as we prepared to go live.

initial pre-launch spaces
on the platform

16

welcoming the first 16 spaces onto our platform laid a strong foundation for our growth, **with 300+ location conversations in progress**. We're confident that Q3 and Q4 will bring even more expansion as we work to close these deals and scale rapidly.

workspace

competitive edge

competitive analysis

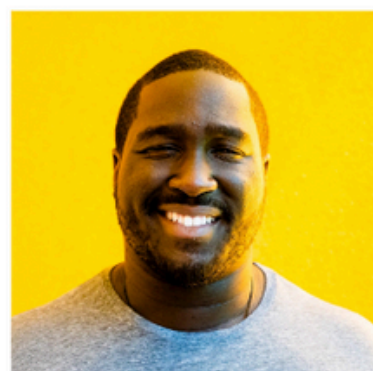
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	WRKSPACE	DESKPASS	LIQUDSPACES	GABLE	WEWORK
AI-Powered Recommendations	✓	✗	✗	✗	✗
Community Management Platform Direct Back-end	✓	✗	✗	✗	✓
Community Network	✓	✗	✗	✗	✓
Unique and Curated Space Quality	✓	✗	✗	✗	✗
Flexible Membership Plans	✓	✓	✓	✓	✓

workspace

leadership and advisors

team



Stephen Hargett

CEO & CO-FOUNDER

15+ years driving coworking space growth and operational excellence

Launched WeWork location and grew to 97% occupancy in just three months after launch

Implemented community initiatives raising WeWork LA member experience score



Derrick Crayton

CTO & CO-FOUNDER

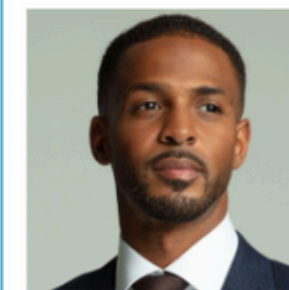
10+ years in sales, account management, and full-stack development

Managed million-dollar accounts for Enterprise Rent-a-Car with clients like Live Nation

Spearheaded portal project for Loan Depot, enhancing customer document handling

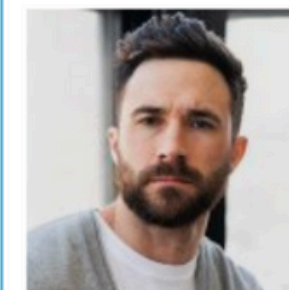


ADVISORS



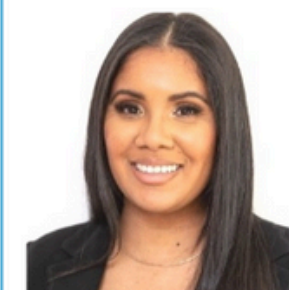
Marques Williams

19+ years of cross-industry real estate and leadership experience



Josh Lefebvre

10+ years in cloud and data architecture, enterprise solutions



Tawny Valencia

15+ years in social impact strategy and consulting



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the ask

seeking the foundation to redefine work

Raising \$500K to launch and reach 1,000 paying members in 12 months.



USE OF FUNDS

\$750k
Engineering



\$250k
Marketing



\$200k
Management



PREVIOUS FUNDING
Raised 10K
from Friends
and Family

workspace

thank you

revolutionizing the way people experience
workspaces.

redefining the future of wrk

address

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website

www.workspace.app