



The Intersection of Community, Service and Technology in the Workplace

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Today's Changing Work Landscape

The way people work is changing, and the key to attracting and keeping customers is offering a variety of flexible, value-add workplace solutions and services, **accessible through technology.**

37

percent of the
workforce that will
be mobile by 2015

60

percent that say
they don't need an
office to be
productive

55

percent of desks in
an office that are
empty at any given
time

65

million

Americans who will
work independently
by 2020

Technology

Space Options

Incubators

- Support and Community with limited Privacy

Touchdown Spaces

- Space and Flexibility without Permanence

Coworking

- Community and Space with less focus on a Professional Environment

Executive Office

- Privacy and Space with limited Community

Pre-Built Suites

- Space and Permanence with limited Support

The Carr Workplaces Niche

We are the small space experts. We focus on providing the best service, hospitality and professional communities for our clients.

What We've Learned from Our Clients

Saving money is nice, but
saving time is key.

They want community, but they
want it on their own terms.

Meaningful
Opportunities
to Network

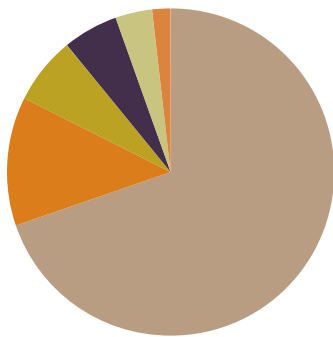
Educational
Events

Opportunity in DC

Increasing Demand for Small Space...

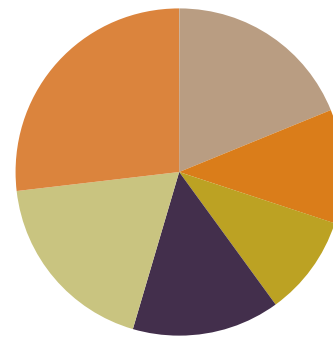
During the 12 months ending 6/30/14,
461 deals less than 8,000 sf closed | Represents more than 1.55 million sf

Quarterly Avg * Number of Deals



■ <8,000 sf ■ 8,001-15,000 sf
■ 15,001-25,000 sf ■ 25,001-50,000 sf
■ 50,001-100,000 sf ■ 100,000+ sf

Quarterly Avg* Total SF of Deals



■ <8,000 sf ■ 8,001-15,000 sf
■ 15,001-25,000 sf ■ 25,001-50,000 sf
■ 50,001-100,000 sf ■ 100,000+ sf

...And Supply in the Market that Needs to Be Matched to that Space

247 spaces less than 8,000 sf available | Represents 916k sf | Avg. Space is 3,710 sf

Innovations to Meet the Market

WorkReady Suites

Privately-accessed suites between 1,500 and 5,000 sf, that allow clients to have their own brand identity and access to services:



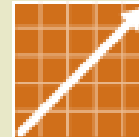
IT and network services



Furnished or unfurnished



Phone system and service



Accommodates growth



Business support services on demand

Innovations to Meet the Market

Farragut North | Coworking for Professionals

A new concept in coworking, Farragut North provides a bright, productive work environment with private offices, meeting rooms and our version of collaborative seating areas.



Innovations to Meet the Market

Client Portal

An online home for the Carr Workplaces community that allows clients to:

Connect
Socially and
for Business
Ventures

Promote
their
Services

Offer (and
redeem)
Member to
Member
Discounts

Add
Services

Book
Meeting
Rooms,
Offices and
Desks

Donate
Time or
Resources
to Charities

Register for
and Host
Events

And more!

Mind Shift around Shared Office

We are part of the sharing economy.



Past: Clients hid the fact that they were working in an executive suite.

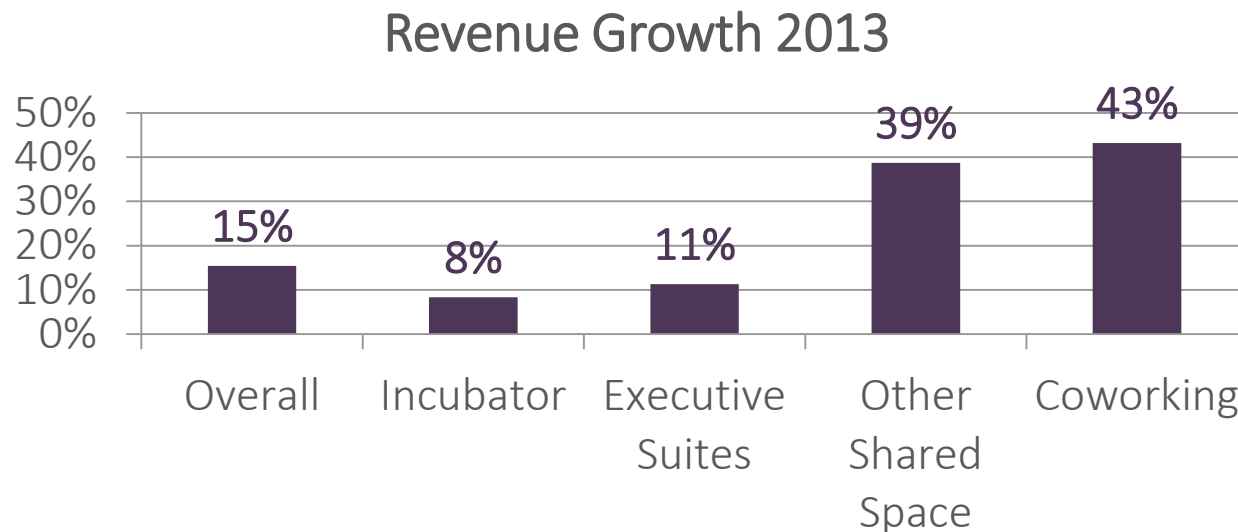
Now: Working in a shared workspace is seen as a smart use of resources and as a way to be part of a professional community.

Shared Workspace Opportunity

In 2013, the shared office segment of our industry:

- Generated \$10.9 billion in revenue
- Had more than 14,000 locations worldwide
- Paid close to \$5 billion in rent
- Employed more than 40,000 people
- Hosted 35 million meeting hours

And it's growing!



So how does this help your leasing strategy?

Create a competitive advantage in leasing and renewals by making your building a workplace destination with services, community and a built-in growth pipeline.