



SFCDMA

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## SFCDMA Sponsorship questionnaire

### SPACIOUS

- Q. What is the nature of the sponsorship proposal? (one-time donation, recurring, event-related, in-kind, general purpose, specific purpose, etc.)?
- A. **General purpose, recurring. Spacious would like to make a contribution by a donation, matched with a natural alignment of our business model, that results in an ongoing effort to help urban neighborhoods reach their fullest potential. We do this by activating closed or otherwise dark spaces that may remain vacant during daytime business hours, or in between long term tenants. We activate these spaces as hospitable spaces where customers can drop-in, make connections with neighbors, and get work done without having to commute all the way across the SF peninsula and Bay Area.**
- Spacious gives local residents a good reason to establish a more regular pattern of frequenting the retail high street, passing by local retailers on their way to and from their daily work obligations, which Spacious accommodates in an entirely new way.
- Q. Does the prospective sponsor have a physical presence in SF?
- A. **Yes, we have locations in multiple SF neighborhoods.**
- Q. Does the prospective sponsor have any special requests? (seminar hosting, special recognition, etc.)?
- A. **Advocacy, seminar hosting, and education for local neighbors and prospective partners about how our business model represents an innovative way to make better use out of the collective resource of urban land. Spacious can host community events that align with our mission to make urban neighborhoods as vital as they have the potential to be. We are excited to learn more about our neighbors, and help them make connections with one another in our spaces.**
- Q. What is the prospective sponsor's interest in supporting CDMA? (general goodwill, community engagement, specific business objectives, other?)
- A. **General goodwill, community engagement, and the specific business objective of establishing positive and collaborative relationships with our neighbors and space partners. Our business and our business model makes something positive out of the community resources (namely otherwise closed restaurant and retail spaces) that might not activate under natural market conditions without having Spacious as a partner.**
- Q. Does the prospective sponsor provide goods and services specifically marketed to small business?
- A. **Yes, our service offers sole proprietors and small employers a hospitable and affordable alternative to the costly and often unnecessary obligation to lease office space. Spacious is a great solution for individual freelancers and small businesses, who may be nascent in their formation, or well established and in need of offering greater flexibility for their employees, or otherwise desire to offer a superior way to balance work and daily life.**

- Q. Does the prospective sponsor have pending or prospective political, legislative, or regulatory interests in SF?
- A. Yes. We believe our use case is highly desirable from a neighborhood planning perspective, but our use case is ambiguous with respect to SF Planning, not fitting neatly into any category. We offer a service that blends and intersects traditional definitions of how we have previously understood hospitality, drop-in workspace, and street level retail. We would be supportive of a change in legislation that allows for Spacious to activate the downtime in neighborhood storefronts, thereby helping to keep retail vacancies from blighting the neighborhood streetscape. We may need the cooperation of our neighbors to help us create a clear regulatory path for the innovative approach we take to activating urban neighborhoods.
- Q. What political, social, environmental (etc.) causes does the prospective sponsor support?
- A. The Spacious mission seeks to create a platform for empowerment through flexibility and optionality for our customers, as well as our space partners and neighbors. By making better use of the inefficiencies of traditional leasing models, we simultaneously create more value for property owners and hospitality operators, while achieving a sustainable price point for the customer.

By offering a walkable workplace option in most SF neighborhoods (and later to grow across the entire Bay Area), Spacious offers an option to stay productive without having to embark up on a lengthy commute. This reduces carbon emissions and vehicular traffic, and allows local neighbors to connect where they live throughout the week, even while working a full time job.

We are not aware of any other operator who is taking our approach to making the best out of otherwise wasted urban space. We believe that a city should be a platform where we can achieve our highest aspirations through active cooperation. Having Spacious as a neighbor can help the city of San Francisco deliver on that promise to its inhabitants.