

kiln.

WHAT WE DELIVER

An unparalleled experience that elevates the performance and lifestyle of our members through an ecosystem of people, products, places, and spaces.

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MEMBERSHIP PRODUCTS



Private Studio

An elevated private suite for 12 to 50 people, with premium features throughout and collaborative spaces focused on mature teams.



Private Office

A private office for 1 to 20 people, fully enclosed, lockable, ready for your team to quickly move in, brand up, and call it home.



Resident Desk

A dedicated desk to set up base camp. Perfect for an individual or a growing team. Comes with a premium desk and lockable storage.

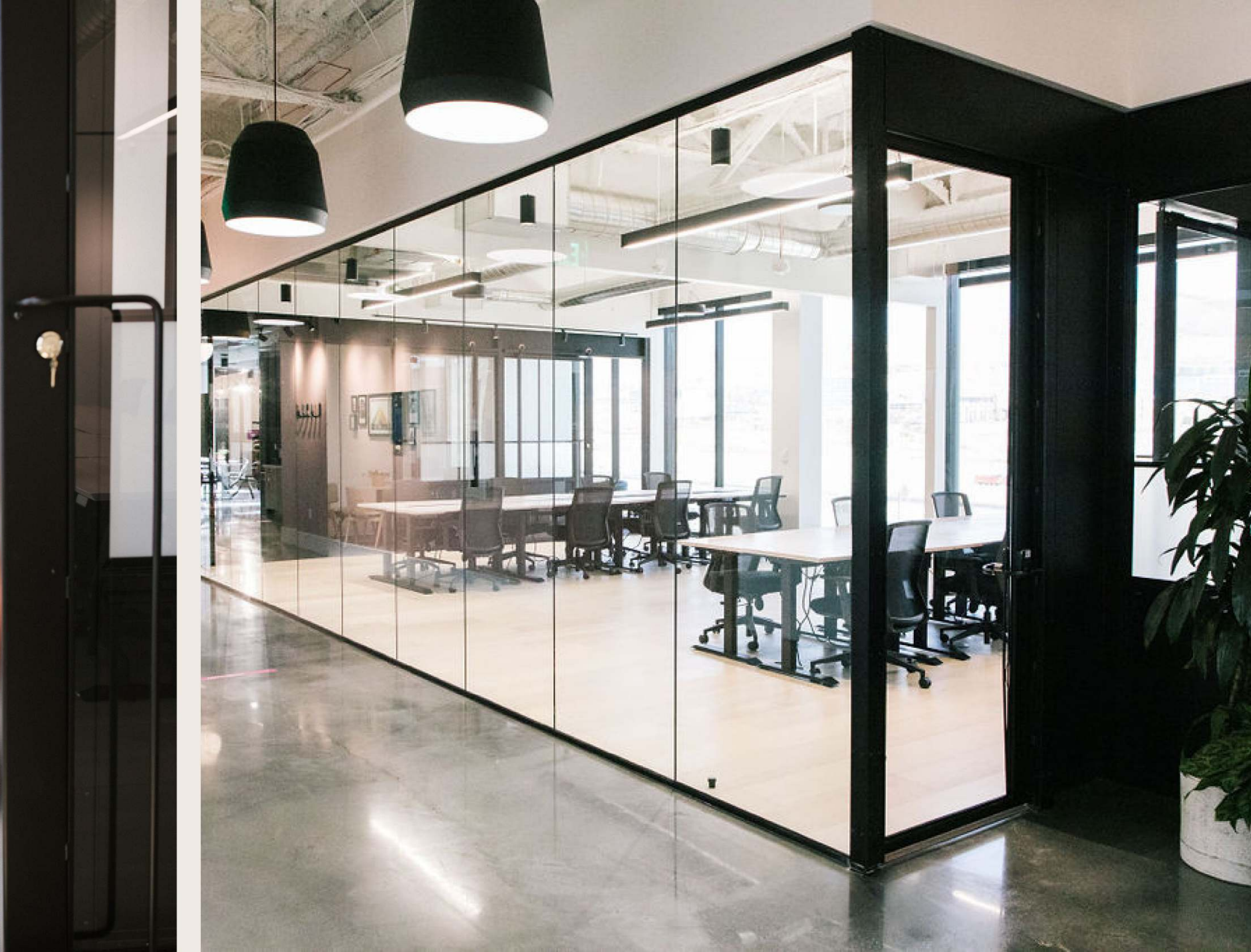


Club Membership

Drop in and grab an open desk. An easy way to set up shop. Stop by and work when you like from a shared desk.



28-Person Private Studio | Kiln Lehi



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OUR LOCATIONS

Once you're a member of one Kiln location, you're a member of all Kiln locations. Today, we operate 10 locations with a focus on lifestyle-centric communities that are growth-minded and attractive to tech talent or entrepreneurs.

With at least 4 more locations opening in 2023 and 15+ location opportunities in the works, we plan on growing to suit enterprise companies throughout the West and beyond, giving us the unique ability to streamline the process of acquiring workspace and meeting sites for your teams on a national level.



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FLEX OFFICE BENEFITS



- 01** Month-to-month, 6-month, or 12-month terms.
- 02** Low commitment, high mobility for teams in growth mode.
- 03** Value engineered to be less expensive than traditional office leases.
- 04** Hospitality-driven model to keep your team on track.
- 05** Low stress, seamless daily experiences.



RECRUITMENT AND RETENTION

Attrition, disengagement, and unqualified hires are costly. The number one influence on this metric? Culture & work environment.

Employees and prospective talent have just as much—or more—power over office policy and environment, which causes varying levels of friction throughout an organization.

Navigating the demand for a balanced, equitable solution challenges even the most experienced executive leadership and people-ops teams.

Kiln's solution is based on our brand values and their alignment with common demands within the American workforce, and you can leverage our vision to foster a robust talent pipeline, positive team morale, and unbreakable productivity habits without significant investments in time or funds.

"As the labor market remains strong—with nearly two job openings for every unemployed person—white-collar workers know they don't have to accept conditions that don't suit their needs."

ZACH DUNN
CO-FOUNDER, ROBIN

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COMMUNITY AT SCALE

We are intentional about not only complementing, but strengthening your company's culture through pillars of community that shape the way your employees experience their workday. We believe that it's impossible to nurture the maximum potential of a team without addressing the individual.

Specifically, we provide pillars of community daily to ensure that your company retains talent, maintains culture, and drives performance—even from afar.

IDENTITY

- 01 Employee at Company
- 02 Member of Remote Team
- 03 Member of Kiln Community
- 04 Valued Individual Contributor

PURPOSE

- 01 Role & Responsibilities
- 02 Daily Tasks & Projects
- 03 Team Face Time
- 04 Collaborative Employee

BELONGING

- 01 Communal Environment
- 02 Welcome Interactions & Hospitality
- 03 Surprise & Delight at Kiln
- 04 Loyal & Engaged Employee

RITUAL

- 01 Streamlined Amenities
- 02 Regular Curated Experiences
- 03 Optimized Physical Workspace
- 04 Focused & Productive Employee

OUR COMMUNITY TEAMS



- 01** Operate as an extension of our member company teams.
- 02** Create a seamless, no-hassle environment that's right-sized for your team.
- 03** Facilitate a culture of collaboration, productivity, and wellness.
- 04** Keep your business up and running through any challenges



"Lonely employees suffer from poorer well-being and performance, and research shows that hybrid and remote work exacerbate loneliness. However, researchers discovered that more than 60% of respondents in one study found working from third sites, like coworking spaces, more socially fulfilling than working from both the office and home."

2022 SOCIAL CONNECTION IN REMOTE WORK RESEARCH STUDY

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CURATED PROGRAMMING

We carefully curate our members' experiences to ensure that each individual benefits socially, physically, and professionally by association.



PHYSICAL

- 01 Yoga Classes
- 02 Healthy Snacks and Drinks
- 03 Refresh Rooms
- 04 Barber Services

SOCIAL

- 01 Member-Led Clubs
- 02 Apres Work
- 03 Waffle Wednesday
- 04 Sunrise Scones

EDUCATIONAL

- 01 Skill-building Lunch & Learns
- 02 Speaker or Panelist Series
- 03 Work-life balance strategy events

EXPERIENTIAL

- 01 Employee Retreats
- 02 Curated Meetings with Concierge Services

"Workers with company-subsidized memberships feel that their employers take their needs seriously—regardless of where they are located. As a result, these members feel that their employers value them as much as the non-remote workers at their companies."

PETER BACEVICE, GRETCHEN SPREITZER, HILARY
HENDRICKS, AND DANIEL DAVIS
VIA HARVARD BUSINESS REVIEW



SERIOUSLY ALL INCLUSIVE

All of our turnkey office agreements include all of the items listed below. No hidden fees, one monthly charge — a traditional lease can't compete.

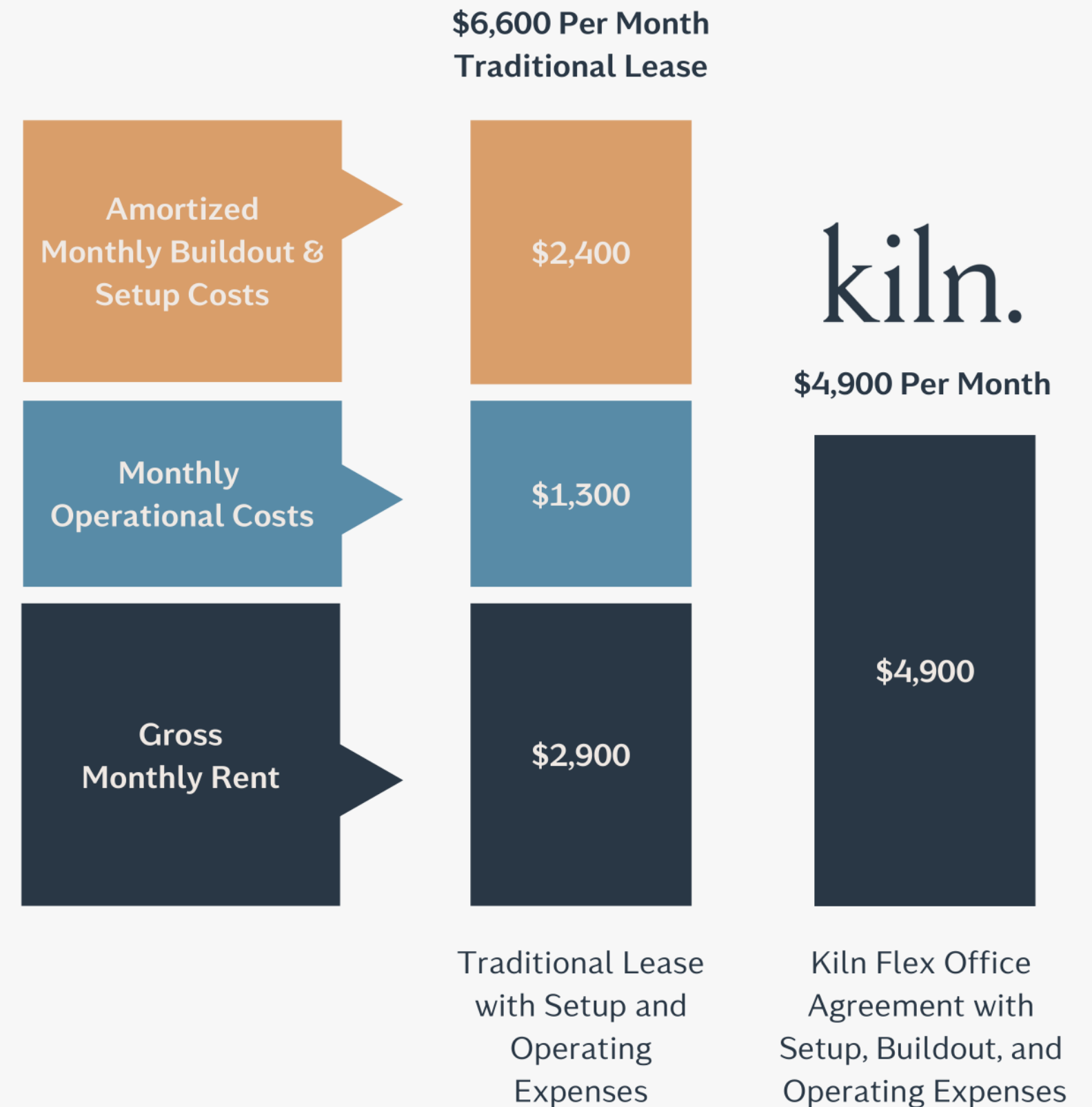
- 01** Same day move-in and setup elements like T.I., buildout requests, and tech installation.
- 02** Office furniture, reception services, food & beverage supplies (daily coffee, snacks, and tableware), fitness center.
- 03** AV equipment, redundant Internet with Cisco firewall, 24/7 I.T. support.
- 04** All utilities, after-hours HVAC & electrical, security system & secure access control.
- 05** Ability to grow or downsize without breaking your contract; no long-term leases.
- 06** Real estate taxes, building insurance, and common area maintenance.
- 07** Monthly conference and training room credits, common area lounges, phone booths, flex workspace, kitchen, and cafe dining area.

CASE STUDY: 10-PERSON OFFICE

Yes, Kiln is a premium flex office brand. However, when you run the numbers, our pricing undeniably makes sense over the landscape of traditional office space and competitor coworking spaces, especially when you consider the benefits of flexible terms. Here's an example.

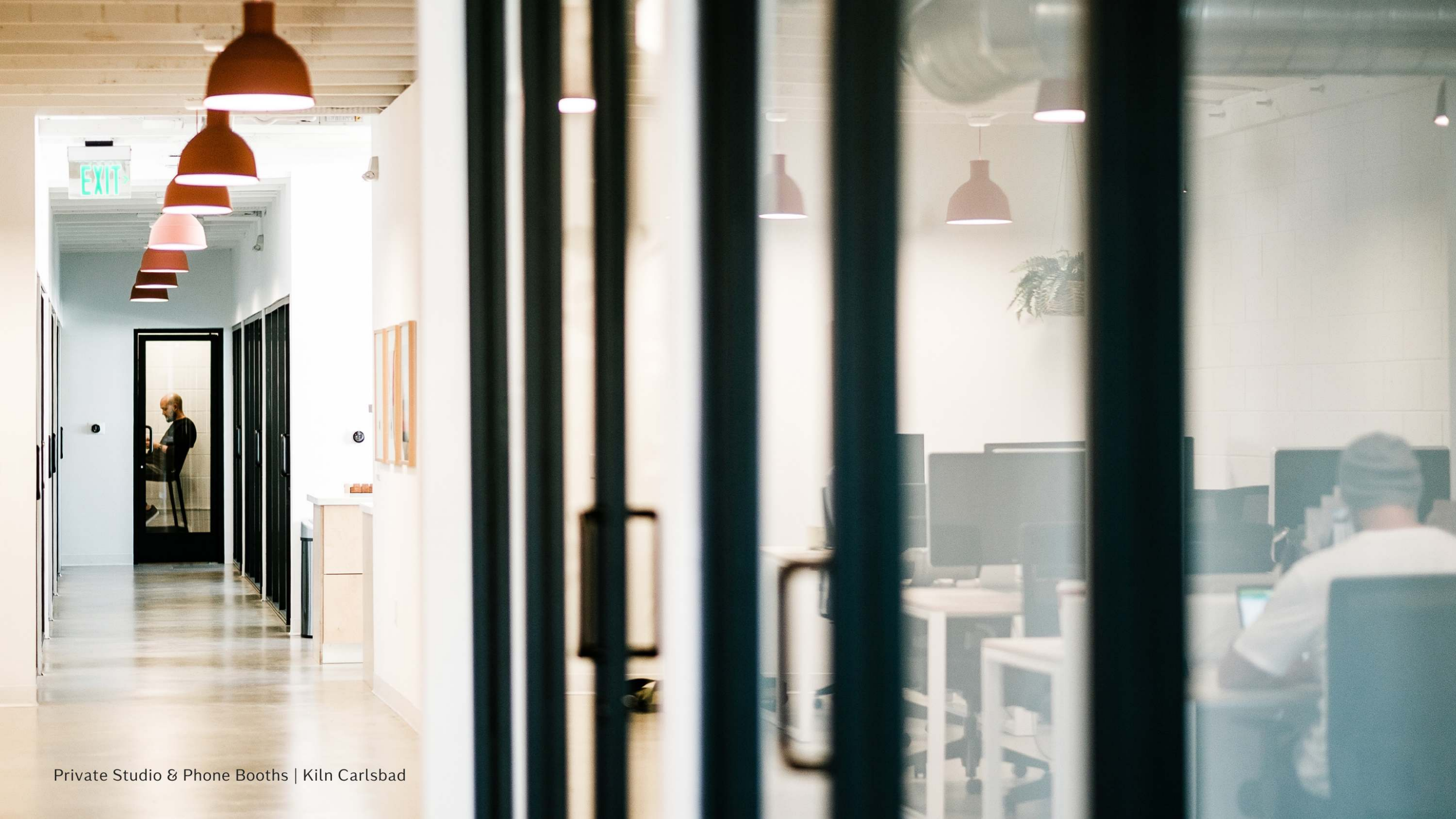
Parameters	
Team Size	10
Typical SqFt Required	1,750
Hypothetical Price per SqFt	\$20

Chart Key	
Gross Monthly Rent	<ul style="list-style-type: none"> • Full-Service Lease vs. Kiln Monthly Membership Agreement
Monthly Operational Costs	<ul style="list-style-type: none"> • Internet/Phone • IT Support • Security • Facilities Mgmt. • Cleaning • Food & Beverage Supplies • After-hours HVAC
Amortized Buildout/Setup	<ul style="list-style-type: none"> • Setup, Alterations, or Buildout • AV Equipment • Appliances • Furniture & Decor • Network Firewall





Risk & Opportunity	Traditional Lease	Kiln Membership Agreement
Serviced Workplace: No Fuss, No Worries, No Stress	X	✓
Same-Day Move-In	X	✓
No Long-Term Lease (Liability)	X	✓
Grows as You Grow	X	✓
Talent Attraction & Retention	X	✓
High-Quality Location	Maybe	✓
Expert Design & Optimized Environment	X	✓
World-Class Amenities & Common Areas	Maybe	✓
Fitness Center Access	Maybe	✓
Increased Productivity & Wellness	X	✓
Curated Learning & Development	X	✓



Private Studio & Phone Booths | Kiln Carlsbad

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AN INTENTIONAL MEMBERSHIP

We carefully craft our community of members to create an ethos that encourages meaningful interactions and inspires innovation within teams. While we welcome most industries, stages, and sizes of companies, we have a special interest in entrepreneurship and technology.

Here is a selection of current and previous members:





Private Studio & Private Office | Kiln Boulder



AMENITIES

Access a robust set of amenities designed to support the individual and the team. Let us take care of everything, so you can focus on the task at hand.

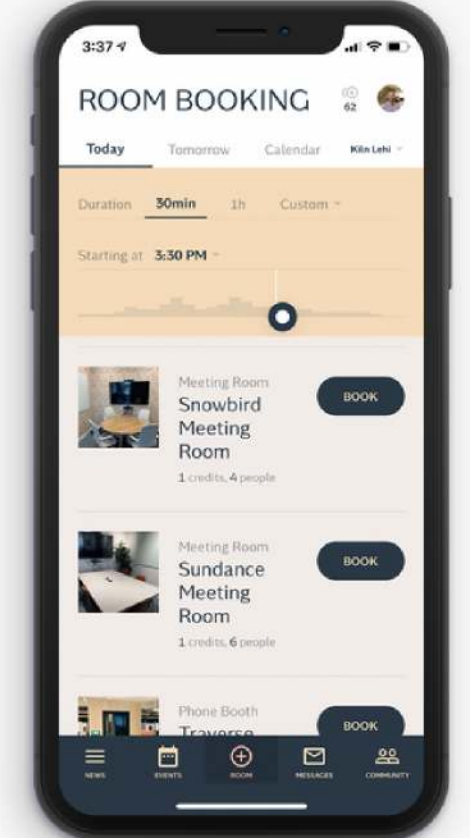
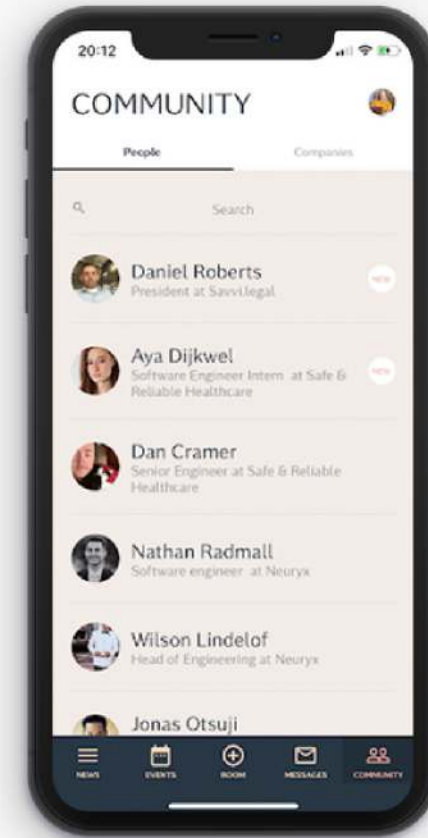
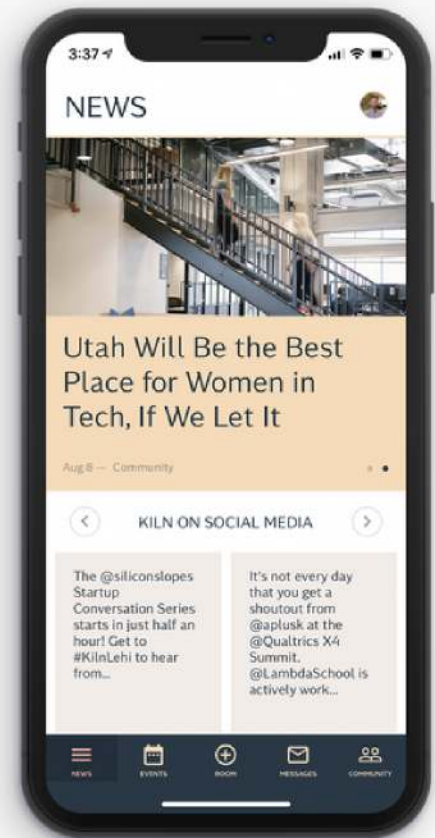
- | | | |
|--|---|---|
|  Parking |  Gym Access |  Phone Booths |
|  Month-to-Month Billing |  Multi Media Equipment |  Treadmill/Bike desks |
|  Printing Services |  Mail Services |  Coffee/Beverage Station |
|  Podcast Studio |  Indoor Cafe |  Curated Snacks/Breakfasts |
|  Cleaning Services |  Theatre For Events |  Onsite Showers |
|  Fully Furnished |  Deepwork Rooms |  Parenting Room |
|  Reception Services |  Conference Rooms |  Networking Events |
|  24/7 Access |  Refresh Room |  Ping Pong |
|  A/V Equipped |  Yoga Room |  Skylights |
|  Acoustic Technology |  Lending Library |  Catering Kitchen |
|  Mountain Views |  Makers Space |  Bike Storage |
|  Barbershop |  Fully Stocked Kitchen |  Atrium |
|  Public Transit | | |



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KILN DIGITAL

Your team can book a meeting room,
join an event, engage in the community
— all through the Kiln App.





Sun Room | Kiln SLC

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