a little more info about

CO-SPACE

follow along on your phone!

PRESENTED BY:

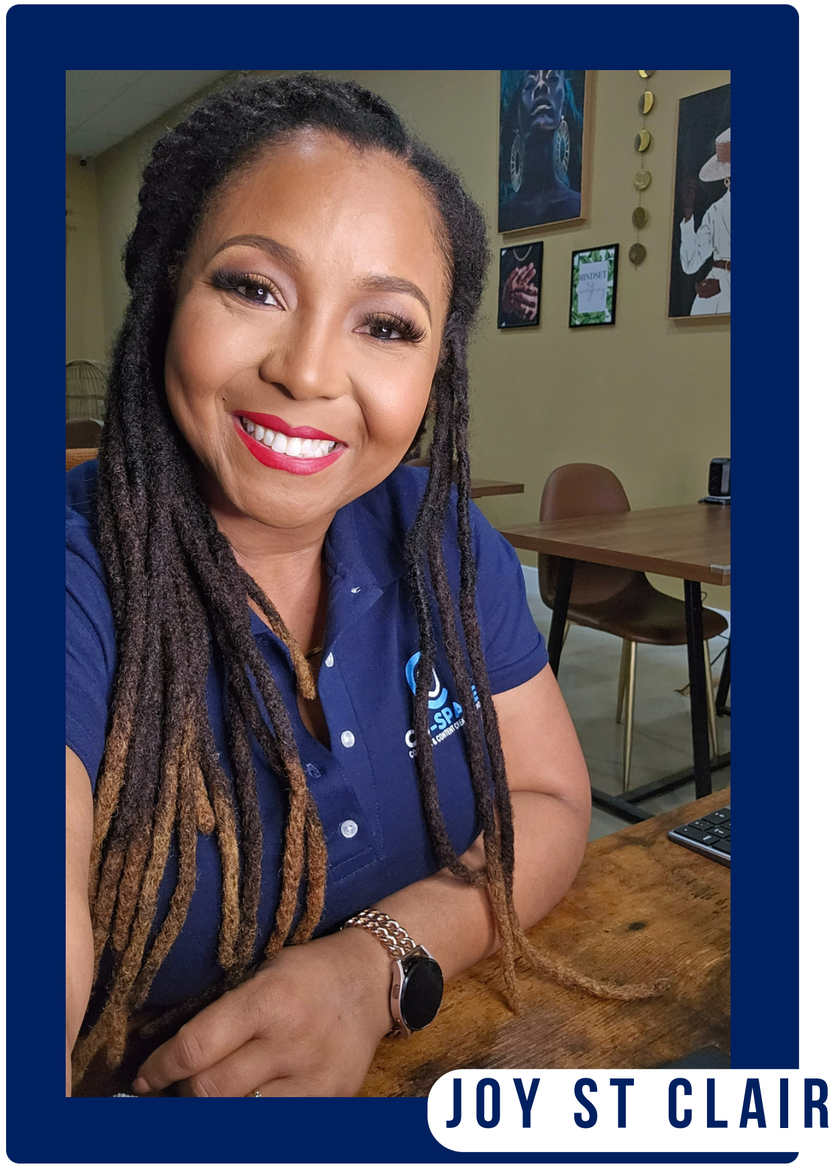
JOY ST CLAIR

About Me

Cancer Survivor

New Mom

Curator of Good Vibes



JOY ST CLAIR

OWNER & FOUNDER

15+ years experience as
a small business owner

20+ years experience in
project management

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ABOUT ME

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CO-SPACE PROGRAMMING

1500+
Engaged Followers

270+
Attendees

26
events YTD

39
total events planned

in less than **6** months!

We offer a variety of paid & free programming to fit the needs of our community. From yoga to business workshops, Co-Space has become a hub for local business owners & aspiring entrepreneurs.

welcometocospace.com/events

CO-SPACE PROGRAMMING

All Co-Space led events are tracked through our web-hosting site. I collect metrics, contact info & request feedback from guests.

Headshot Day!

Sep 21, 12:00 PM, Co-Space

Memberships:4 Categories:2

Sold Tickets	Total Sales
12	$256.25

This event already ended. Ask g

Black Card: A Shopping Experience

Sep 09, 11:00 AM, Co-Space

Categories:3

Sold Tickets	Total Sales
13	$307.50

This event already ended. Ask guests how it went

We offer a variety of paid & free programming to fit the needs of our community. From yoga to business workshops, Co-Space has become a hub for local business owners & aspiring entrepreneurs.

welcometocospace.com/events

PROGRAMMING IN DELRAY BEACH

LOGISTICS

Programs can be held in various places through the workspace. Furniture can be rearranged to create open spaces to fit the needs of the event.

Programs can be led by staff, community members, city partners, vendors & subcontractors.

Wellness program leaders will be vetted by Co-Space staff and will be required to have general liability insurance with Co-Space added as a policy holder.

see highlights from past events

lets talk

FINANCES

Co-Space is relatively new business, but has consistently produced income since our grand opening.

Although we are still working on recovering start-up costs, our overhead has been met month after month.

At this time, we are a small team of independent contractors with no full-time employees on staff. Contractors are booked as needed and paid per event.

We are currently beginning the process to onboard a part-time coworking concierge

($8,308)
YTD NET INCOME

$2,951
AVG MONTHLY REVENUE

$16,798
TOTAL YTD SALES

let's talk
FINANCES

Joy St C Inc DBA Co-Space LLC
Profit & Loss
January through August 2023

	Jan 23	Feb 23	Mar 23	Apr 23	May 23	Jun 23	Jul 23	Aug 23	TOTAL
Ordinary Income/Expense									
Income									
Rental Income	0.00	0.00	5.63	385.50	2,121.20	1,929.22	2,514.93	3,855.44	10,811.92
Total Income	0.00	0.00	5.63	385.50	2,121.20	1,929.22	2,514.93	3,855.44	10,811.92
Cost of Goods Sold									
Cost of Goods Sold									
COGS - Artist Cosignment	0.00	0.00	0.00	0.00	124.72	87.50	65.00	237.50	514.72
Total Cost of Goods Sold	0.00	0.00	0.00	0.00	124.72	87.50	65.00	237.50	514.72
Total COGS	0.00	0.00	0.00	0.00	124.72	87.50	65.00	237.50	514.72
Gross Profit	0.00	0.00	5.63	385.50	1,996.48	1,841.72	2,449.93	3,617.94	10,297.20
Expense									
Advertising and Promotion	40.93	0.00	402.80	350.00	194.87	98.92	0.00	0.00	1,087.52
Bank Service Charges									
Bill Pay Fee Expense	0.00	0.00	1.50	1.50	1.50	1.50	1.50	0.00	7.50
Check Delivery Fee Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.50	1.50
Total Bank Service Charges	0.00	0.00	1.50	1.50	1.50	1.50	1.50	1.50	9.00
Event Expenses	0.00	0.00	0.00	0.00	167.47	0.00	0.00	0.00	167.47
Meals and Entertainment	0.00	0.00	0.00	0.00	0.00	39.35	0.00	0.00	39.35
Misc Expense	0.00	0.00	0.00	0.00	0.04	0.00	0.00	0.00	0.04
Rent Expense	0.00	0.00	2,289.75	2,289.75	2,289.75	2,289.75	2,289.75	2,289.75	13,738.50
Repairs and Maintenance	0.00	0.00	586.78	0.00	0.00	0.00	0.00	0.00	586.78
Supplies Expense	0.00	0.00	1,052.35	0.00	98.66	157.27	0.00	0.00	1,308.28
Taxes & License Expense	0.00	0.00	24.00	244.70	0.00	0.00	0.00	0.00	268.70
Utilities									
Electricity Expense	0.00	0.00	0.00	0.00	126.74	97.07	110.52	149.90	484.23
Internet Expense	0.00	0.00	461.75	0.00	161.35	161.35	161.35	0.00	945.80
Total Utilities	0.00	0.00	461.75	0.00	288.09	258.42	271.87	149.90	1,430.03
Total Expense	40.93	0.00	4,818.93	2,885.95	3,040.38	2,845.21	2,563.12	2,441.15	18,635.67
Net Ordinary Income	-40.93	0.00	-4,813.30	-2,500.45	-1,043.90	-1,003.49	-113.19	1,176.79	-8,338.47
Other Income/Expense									
Other Income									
Interest Income	0.00	0.00	0.00	7.07	0.00	0.00	0.00	22.60	29.67
Total Other Income	0.00	0.00	0.00	7.07	0.00	0.00	0.00	22.60	29.67
Net Other Income	0.00	0.00	0.00	7.07	0.00	0.00	0.00	22.60	29.67
Net Income	**-40.93**	**0.00**	**-4,813.30**	**-2,493.38**	**-1,043.90**	**-1,003.49**	**-113.19**	**1,199.39**	**-8,308.80**

3-PHASED APPROACH

PHASE I

BUILD

community-needs assessment
(networking events, find local coworking options)

connecting with community advocates & stakeholders

leverage social & local media

--

begin hiring & training 2 employees

--

I will spend 2 - 3 full days per week in Delray; with daily virtual check-ins

PHASE II

LAUNCH

pre-grand opening events
(free coworking days, business workshops)

offer intro-member rates

build programming calendar

host grand opening

--

elevated OJT for employees

--

I will spend 1 - 2 full days per week in Delray; 2 virtual check-ins

PHASE III

GROW

adjust rates comparative to market

batch staple events, bookable services

continue relationships with local businesses & partners

--

Consistent performance reviews for employees

--

I will spend at least 1 full day per week in Delray; 2 virtual check-ins

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3-PHASED APPROACH

PHASE I

BUILD

community-needs assessment
(networking events, find local coworking options)

connecting with community advocates & stakeholders

leverage social & local media

--

begin hiring & training 2 employees

--

I will spend 3 - 4 full days per week in Delray; with daily virtual check-ins

PHASE II

LAUNCH

pre-grand opening events
(free coworking days, business workshops)

offer intro-member rates

build programming calendar

host grand opening

--

elevated OJT for employees

--

I will spend 1 - 2 full days per week in Delray; 3 virtual check-ins

PHASE III

GROW

adjust rates comparative to market

batch staple events, bookable services

continue relationships with local businesses & partners

--

Consistent performance reviews for employees

--

at least 1 full day per week in Delray; 2 virtual check-ins

projected

BUSINESS NEEDS

PARTNERSHIP

Assistance with community connections and at least 6-months of business mentorship with a local business leader. Leveraging the various relationships the CRA has in place to help drive awareness & opportunities for the coworking space.

FUNDING

Funding of at least $100,000 to support the launch and growth of the coworking space. Funding will allow for immediate hiring of at least 2 employees, cover overhead for programming that will improve the lives of local business owners and residents and ensure the sustainable growth of the new business.

RENT FORBEARANCE

With rent forbearance for at least 12-months, I will be able to focus on the organic growth of the coworking space without the pressure of making rent.

I will reallocate these funds into marketing and outreach to attract new members and learn the market; hosting events and hiring facilitators for business and other skill-based workshops.

projected

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projected

BUSINESS NEEDS

	Costs	Remaining
Total:	$ 109,650.00	$(9,650.00)

Co-Space Delray Beach

Wages

	Hourly	Wkly Hours	annually	
1 - Manager	$ 25.00	40	**$ 26,000.00**	
2 - Concierge 1	$ 20.00	25	**$ 13,000.00**	
3 - Concierge 2	$ 20.00	25	**$ 13,000.00**	
				$ 52,000.00

Contractors

	Per Session	Monthly Sessions	annually	
yoga instructor	$ 200.00	4	$ 9,600.00	
business coach	$ 150.00	2	$ 3,600.00	
biz tax accountant	$ 200.00	2	$ 4,800.00	
cleaners	$ 250.00	2	$ 6,000.00	
				$ 24,000.00

Expenses

	Per Month	annually	
Utilities	$ 800.00	$ 9,600.00	
internet	$ 300.00	$ 3,600.00	
snacks	$ 300.00	$ 3,600.00	
			$ 16,800.00

Equipment: Podcast Studio & Coworking

	per unit	units needed	total	
mics & stands	$ 250.00	4	$ 1,000.00	
noise panels	$ 100.00	10	$ 1,000.00	
digital converter	$ 350.00	1	$ 350.00	
power banks	$ 50.00	10	$ 500.00	
				$ 2,850.00

Décor

	per unit	units needed	total	
wall treatments	$ 1,000.00	1	$ 1,000.00	
contractor work	$ 3,000.00	1	$ 3,000.00	
branded items	$ 5,000.00	1	$ 5,000.00	
signage	$ 5,000.00	1	$ 5,000.00	
				$ 14,000.00

let's work

TOGETHER!

CONTACT INFO

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