

**DRAFT**



# 2022 KSURP Innovation Space Update

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**CRA Board Presentation**

December 14, 2022

# I. OVERVIEW

# Overview

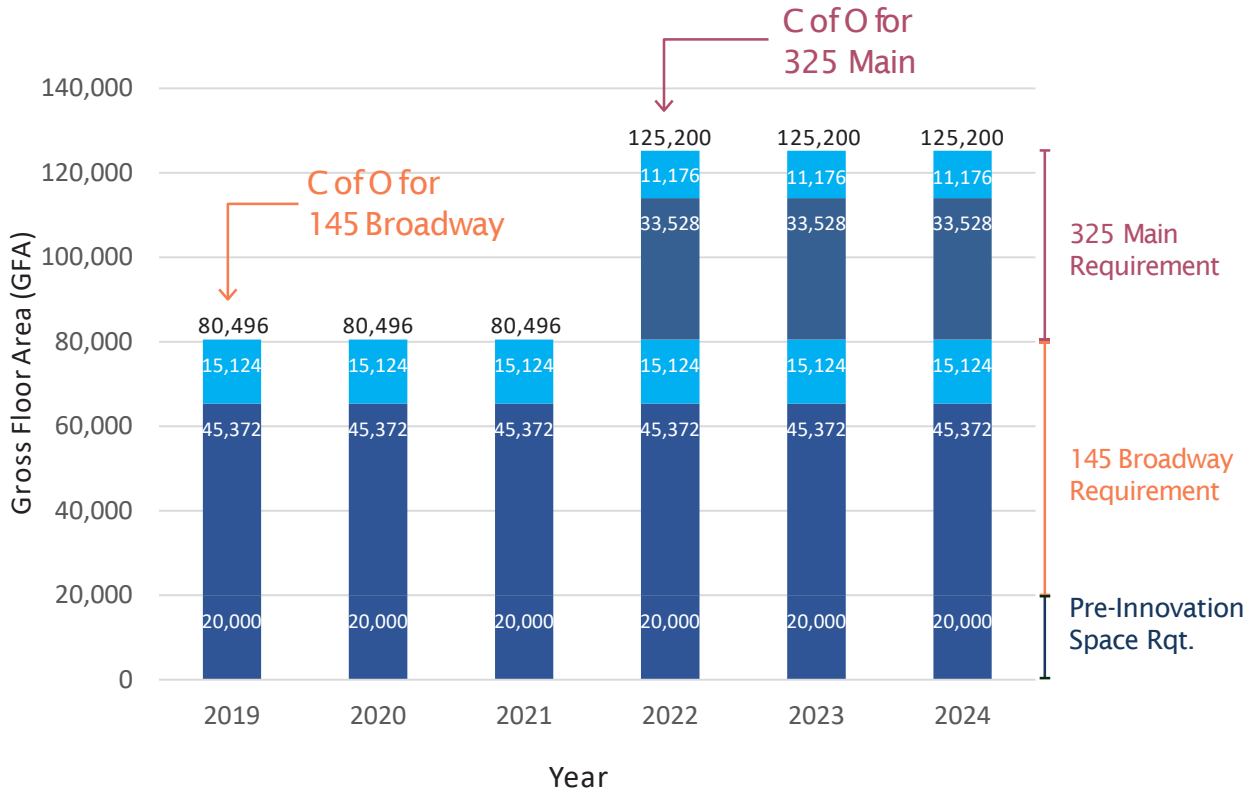
As initially envisaged, the Innovation Space mandate is intended to ensure a dynamic and diverse environment within the urban ecosystem of Kendall Square and the City of Cambridge at large.

Three components:

- Innovation space associated with Commercial Building A (145 Broadway)
- Innovation space associated with Commercial Building B (325 Main)
- Pre-Innovation space stipulated in the Commitment Letter for Ordinance Number 1334 (75 Ames Street)

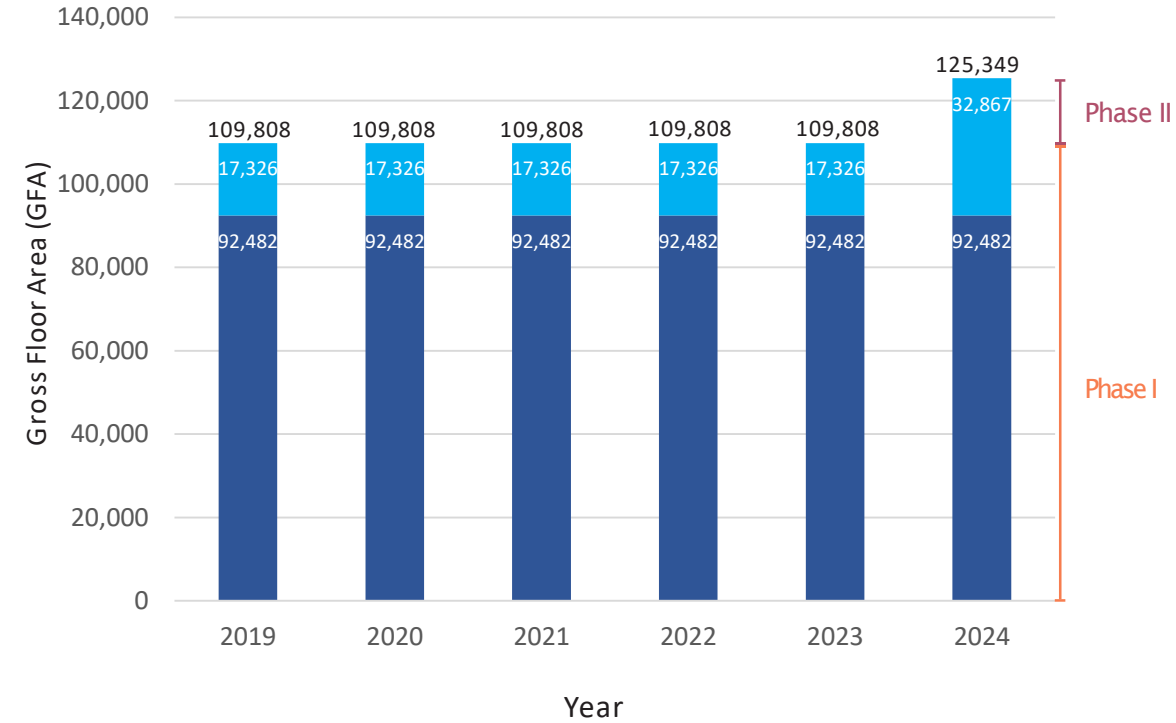
# Innovation Space Phasing Plan

## Required Innovation Space Delivery



- Market Rate Innovation Space
- Below Market Rate Innovation Space

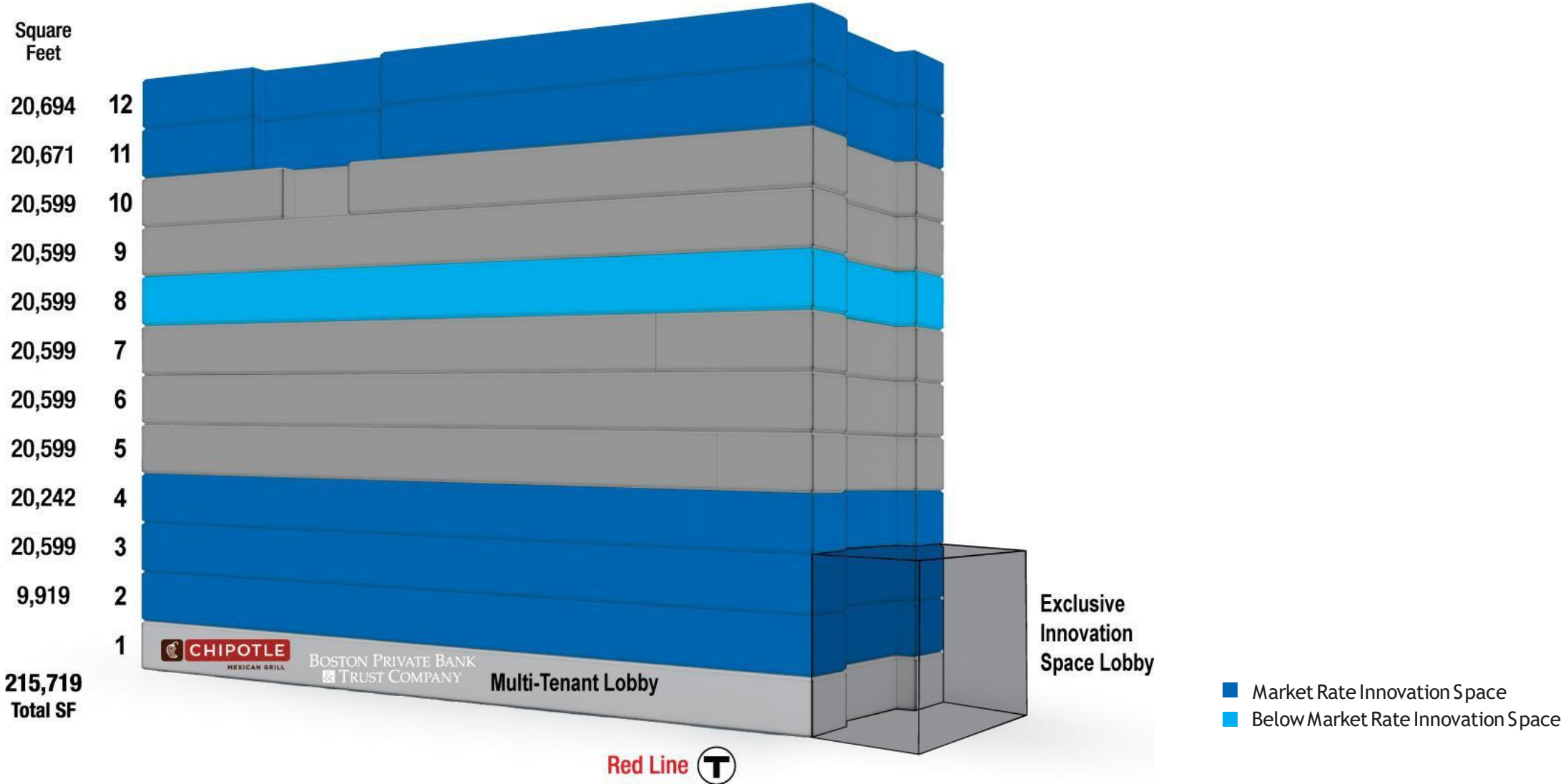
## Planned Innovation Space Delivery



- Market Rate Innovation Space
- Below Market Rate Innovation Space

## **II. EXISTING INNOVATION SPACE**

# Overall Stacking Diagram



# **(A) Market Rate Innovation Space**





CIC Innovation Space 2022 Update  
245 Main Street





## What we believe

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Our clients provide tomorrow's answers to today's problems. They renew our economies, create gainful and rewarding employment opportunities, and frequently crack tough problems facing humanity

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## What we've accomplished

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We built the world's largest science/tech focused innovation hub, in Cambridge, MA

We have built hubs in 9 cities

We are creating the first global network of such hubs, initially covering 50 major cities

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## **Introduction**

Per the Innovation Space Plan, accepted by the CRA in December 2018, CIC has submitted an annual compliance report to CRA.

As of December 2022, CIC has met guidelines for all requirements of the innovation space, as indicated in this document.

# Requirement

## #1

### Description of Requirement

Durations of lease agreements (or other similar occupancy agreements) with individual office tenants shall be for periods of approximately one (1) month.

### How CIC Fulfills this Requirement

CIC maintains the same 30 day service agreements for all clients



#### SERVICE AGREEMENT

The licensee(s) identified on the signature block of this agreement (the "Licensee") and CIC hereby agree to the following (the "Agreement" or "Service Agreement").

Please note that "Client", "you" and "your" refer to the aforementioned Licensee, and "CIC", "we" and "our" refer to the CIC agent identified in the signature block of this Agreement (the "Agent") for the Licensor(s) identified on Exhibit A for the locations that you use.

**1. License:** On behalf of the Licensors identified in Exhibit A, CIC hereby grants you, and you hereby accept from CIC, a license and privilege to operate a workspace and use the facilities designated by CIC (and as set forth in our monthly invoice to you) at one or more of the premises indicated in Exhibit A (individually and collectively the "Premises" or "CIC Premises"). This license does not convey title to any land or buildings and does not create a possessory interest or tenancy of any kind.

Either party may terminate this Agreement and license for any reason or no reason with 30 days' written notice (the Termination Notice as defined below).

notice if your needs change. CIC requests that you provide as much informal notice as possible of any planned decrease in your use of our services. Giving us an idea of your future plans will not prejudice your access to current services, and may allow us to introduce you to alternative options.

Over and above any informal conversations you may have with us, you agree to provide CIC at least 30 days' advance formal definitive written notice of termination of this Agreement (the "Termination Notice") as well as of any material reduction of your use of space or services under this agreement. This means 30 days' Termination Notice is required if you plan to leave, but also if you plan to drop a part of your space at any of CIC's facilities. Please keep in mind that once you give us formal Termination Notice, CIC will release that space for reservation by others following the date you told us you will no longer require it, and it may not be possible for you to later reverse your decision.

If you choose to vacate your space in fewer than 30 days from the time you provide us with Termination Notice, you will still be responsible for full payment of your fees through the date that is 30 days after Termination Notice is given, regardless of whether we reuse your space for others after you vacate.

# Requirement

## #2

### Description of Requirement

No single business entity may occupy more than two thousand (2,000) square feet or ten percent (10%) of the entire Innovation Space provided in the District, whichever is greater.

### How CIC Fulfills this Requirement

Total innovation space in the district is 92,482 for Phase 1. All CIC clients are currently under 10% of this total space.

\*Top 5 Largest Clients at 245 Main Street by Square Footage

CLIENT A	2419
CLIENT B	1887
CLIENT C	1238
CLIENT D	1222
CLIENT E	1106

# Requirement

## #3

### Description of Requirement

The average size of separately contracted private office suites may not exceed two hundred (200) square feet of GFA.

### How CIC Fulfills this Requirement

Based on a review of offices in the defined innovation space, the average size of separately contracted private offices is 180 square feet.

# Requirement

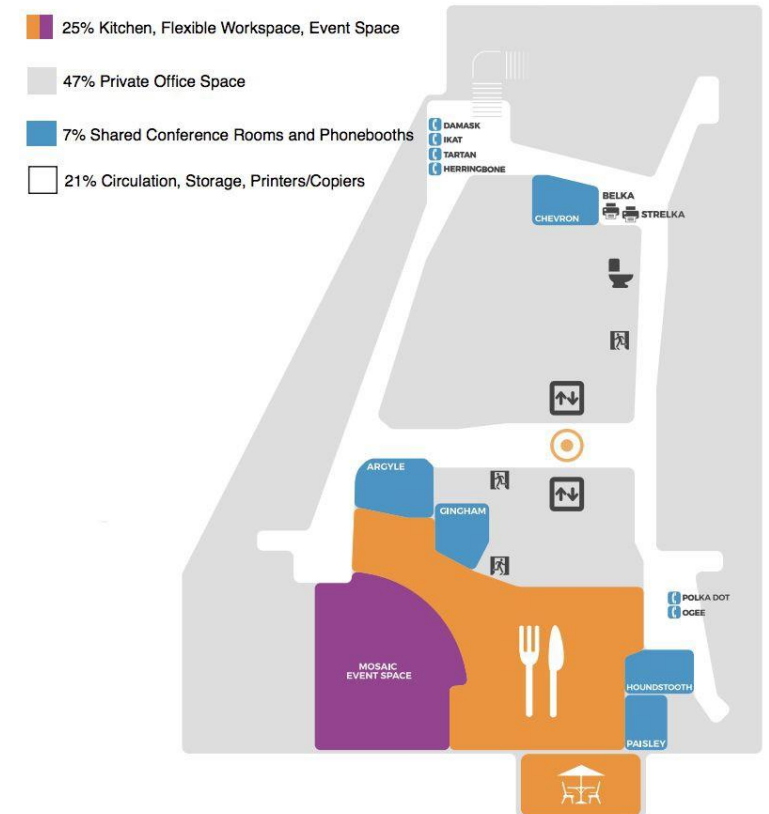
## #4

### Description of Requirement

Innovation Space shall include shared resources (i.e., co-working areas, conference space, classroom space, office equipment, showroom, shop or lab equipment, storage, circulation, supplies and kitchens) available to all tenants and must occupy at least fifty percent (50%) of the Innovation Space.

### How CIC Fulfills this Requirement

All innovation space floors have at least 50% shared resources. Below is a diagram of an actual floor showing breakdown of shared resources to private office space.















# Requirement

## #5

### Description of Requirement

Individual entities occupying Innovation Space may include small businesses, incubators, small research laboratories, office space for investors and entrepreneurs, facilities for teaching and for theoretical, basic and applied research, product development and testing and prototype fabrication or production of experimental products.

### How CIC Fulfills this Requirement

All 110 CIC clients at 245 Main currently fall within one or more of the described sectors:

- Approximately 71%: Science + Technology
- Remaining 29%:
  - Finance + VC
  - Education + Policy
  - Business Services



# Client Success Stories

## Finding an affordable apartment in Boston may get a little easier

By **Angela Yang** Globe Correspondent. Updated August 16, 2021, 2:49 a.m.



An aerial view of downtown Boston with the Massachusetts State House seen in the lower foreground. DAVID L. RYAN/GLOBE STAFF

## Parexel Recognized by Frost & Sullivan with 2022 Global Customer Value Leadership Award

USA - English



NEWS PROVIDED BY  
**Frost & Sullivan**  
14 Oct, 2022, 18:30 IST

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← TIME100 MOST INFLUENTIAL COMPANIES OF 2022

**Modulate**  
Shutting down abuse



ToxMod is the world's first "proactive voice moderation" solution, it's already in use in several AAA titles and has protected millions of gamers. Getty Images

## Photys Therapeutics Debuts with \$75 Million Series A Funding to Advance New Class of Bifunctional Molecules for Precision Phosphorylation to Modulate and Repair Disease-Driving Proteins

## European Medicines Agency Qualifies Unlearn's AI-powered Method for Running Smaller, Faster Clinical Trials

**(B) Below Market Opportunity Space**



# Overview

The Link seeks to connect underrepresented job seekers to the innovation ecosystem of Kendall Square and Greater Boston

The Link officially opened in June of 2019 and is currently home to CRA, Per Scholas, MassBioEd, CDA Collaborative, A-T Children's Project, Coalition of Schools Educating Boys of Color (COSEBOC), and Green Soul Organics Foundation



# Operations

## **Education:**

- (3) instructional spaces, 25 students each
- (1) large event space, 50 students

## **Co-working:**

- (33) Workstations

## **Private Office:**

- (10) private offices

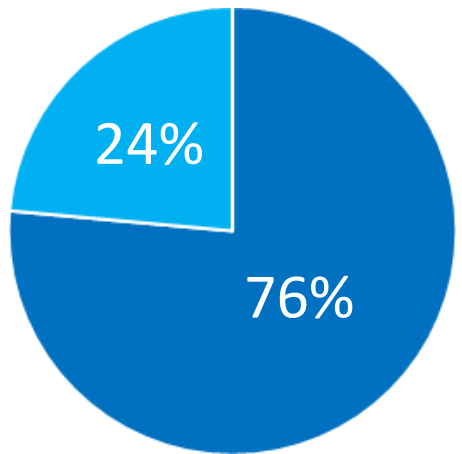
## **Shared Resources:**

- Kitchen/cafeteria, lounge, shared meeting, operational (storage, copy room, servers, etc.)

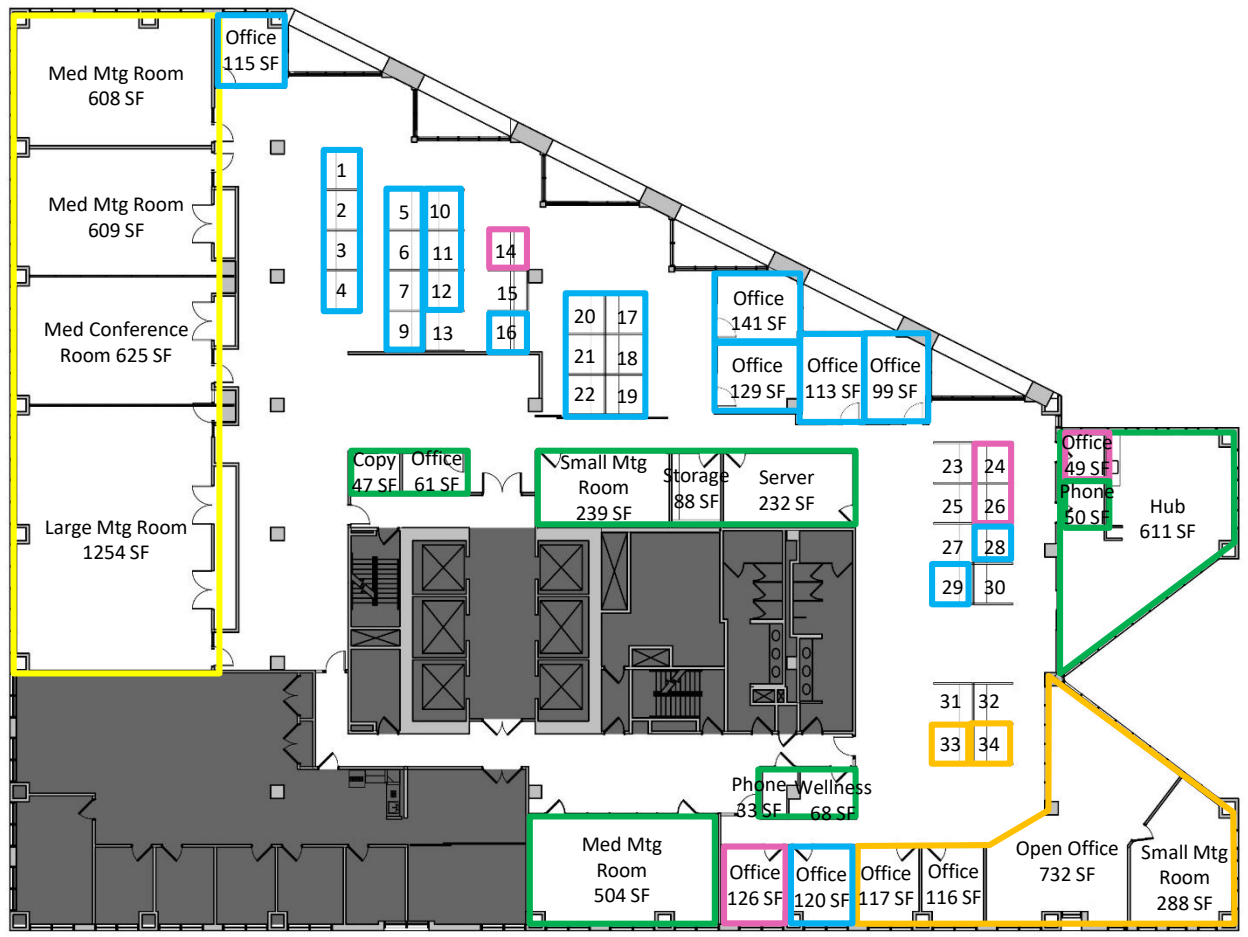
## **Vacancy:**

- Workstations: (8) vacant
- Private offices: (0) vacant

# Floorplan and Use Breakdown



■ Shared Resources     ■ Tenant Workspaces



- Instructional Spaces
- Workforce Dev/Education Workspaces
- Research/Advisory Workspaces
- Shared Resources/Operational
- CRA

# Tenant Impact

**Per Scholas** - *“Per Scholas envisions a technology workforce as diverse as the customers it serves... Our mission is to advance economic equity through rigorous training for tech careers and to connect skilled talent to leading businesses.”*

- Held its first in-person graduations since the pandemic
  - July 2022: 16 learners
  - October 2022: 15 learners, 11 of which completed with A+ certification
- Hosted numerous mock interview sessions for learners in partnership with the following companies: IGT, TEKsystems, LabCentral, Eliassen, YUPRO, and Insource Services

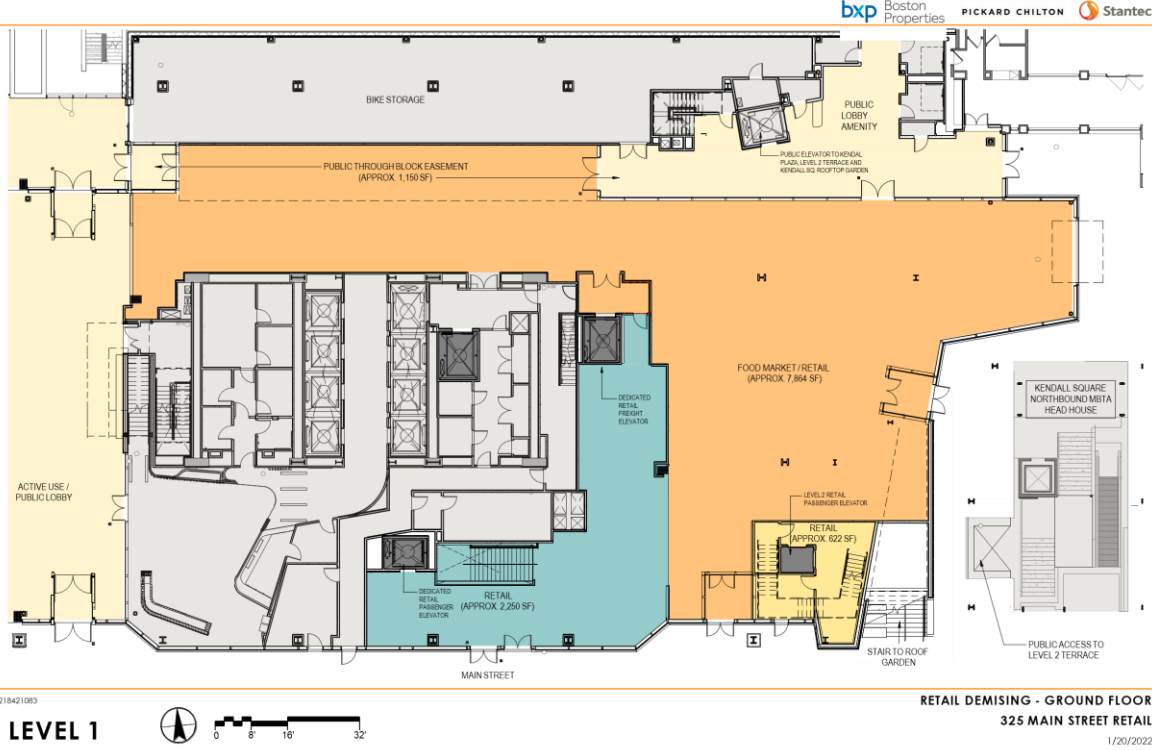
**MassBioEd** - *“Our mission is to build a sustainable life sciences workforce in the region through educational programs that engage and excite teachers, inspire and propel students, and illuminate the pathway from the classroom to career with a focus on expansion, opportunity and diversity.”*

- Trained 118 educators in The Link over the course of 2022

# III. FUTURE INNOVATION SPACE

# 325 Main Street Food Hall

As part of BXP's commitment to deliver 15,392 additional SF of innovation space, BXP has finalized the design for a food hall at 325 Main Street and for a supporting production kitchen at 90 Broadway – to open Q1 2024 subject to mutually agreeable terms with operator, CommonWealth Kitchen.





# Vision

We envision a space that is:

- A platform for emerging businesses to build a retail presence in the heart of Kendall Square
- Publicly accessible for workers, residents, and visitors alike
- An opportunity to experience a diverse range of local, homegrown food options
- Dynamically programmed with food tastings, demonstrations, and other community events

# Operating Partner: CommonWealth Kitchen



CommonWealth Kitchen supports diverse local entrepreneurs start and grow successful food businesses – and has had success bringing local start-up food entrepreneurs to Kendall Square.



- 75% member businesses that are BIPOC-owned
- 70 member businesses that are women-owned
- 250+ companies launched
- 600+ new jobs created
- \$55 M combined annual revenue

## BRAND PILLARS

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### AN AGENT FOR CHANGE

Transforming the local food economy by supporting local, diverse entrepreneurs while also transforming the heart of Kendall Square.



### GOOD FOOD FAST, FOR ALL

Providing an array of high quality, culturally diverse food quickly for all types of people.



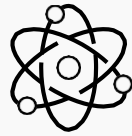
### KENDALL SQUARE'S LIVING ROOM

A magnetic, inclusive gathering spot that draws people in and makes them feel comfortable and welcome.



### MORNING THRU EVENING

A place that is as enticing at 7 am as it is at lunch, happy hour and late night.



### AUTHENTIC

A place that feels "of Cambridge" and reflects that area's history, energy, intelligence and current transformation.

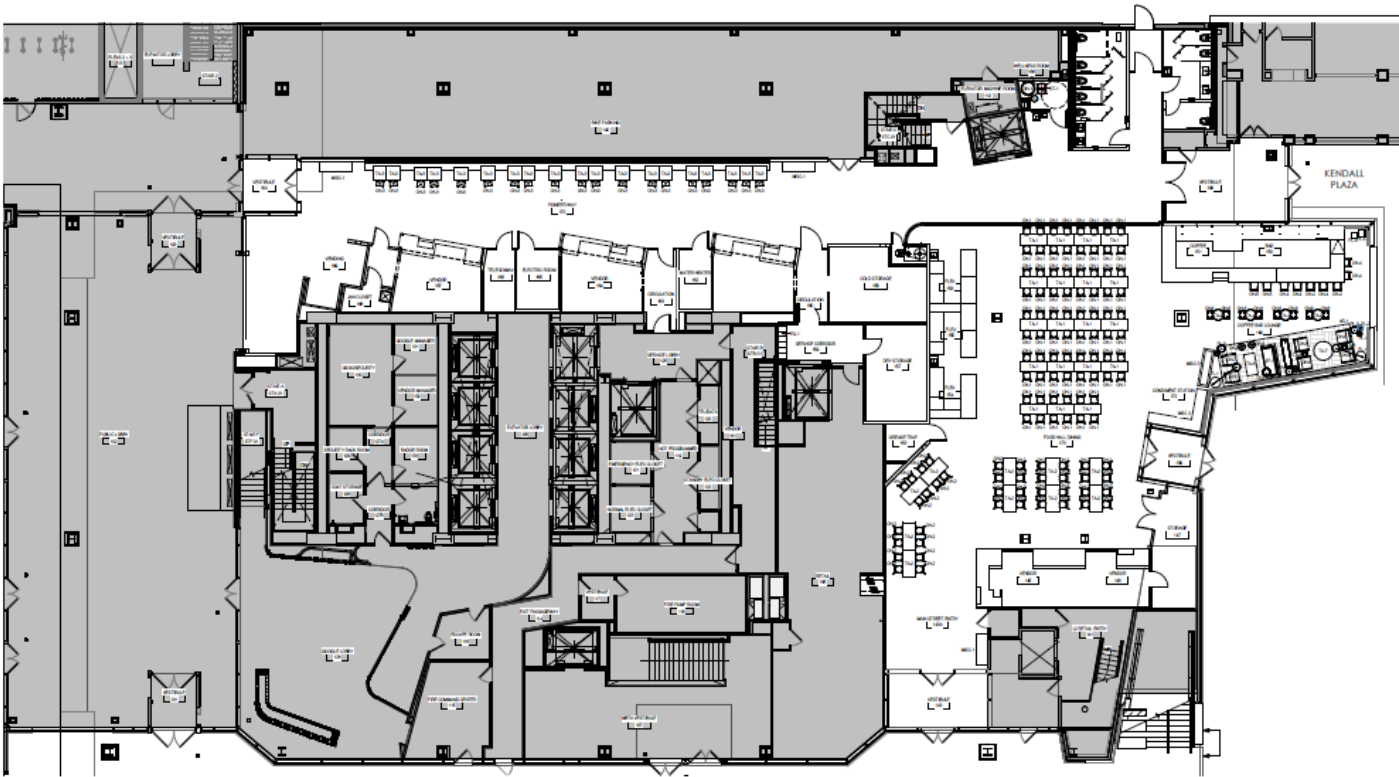


### FUNKY & INVITING

A space that engages all of your senses with a dynamic, edgy sensibility.

# Kendall Public Market

BXP and CommonWealth Kitchen have finalized the design for 11,018 GFA on the ground floor of 325 Main Street and 557 GFA of additional basement storage supporting food hall operations.



## Key Updates:

- Kendall Public Market branding
- Relocation of wellness room
- AV equipment for community programming





# KENDALL

PUBLIC MARKET

WELCOME TO the heart of KENDALL SQUARE. HERE YOU'LL FIND SCIENTISTS AND STUDENTS, CREATORS & CONSTRUCTION WORKERS all coming together to build a better tomorrow. WHETHER YOU'RE A REGULAR OR JUST PASSING THROUGH, you can join in and help fuel the future.

TODAY AND EVERY DAY, WE'RE SERVING UP an array of delicious, diverse, and approachable food & beverages that have an impact. IN FACT, EACH DISH YOU'LL SEE (AND TASTE) HERE IS CONCEIVED OF, AND CREATED BY, local entrepreneurs. BY ENJOYING YOUR MORNING COFFEE, LUNCHTIME SALAD OR EVENING MEAL HERE, you're transforming the local food economy.

SO HAVE A SEAT, GRAB A BITE and join the movement. WE'RE GLAD YOU'RE HERE.

MAIN STREET ENTRANCE





COFFEE BAR AREA





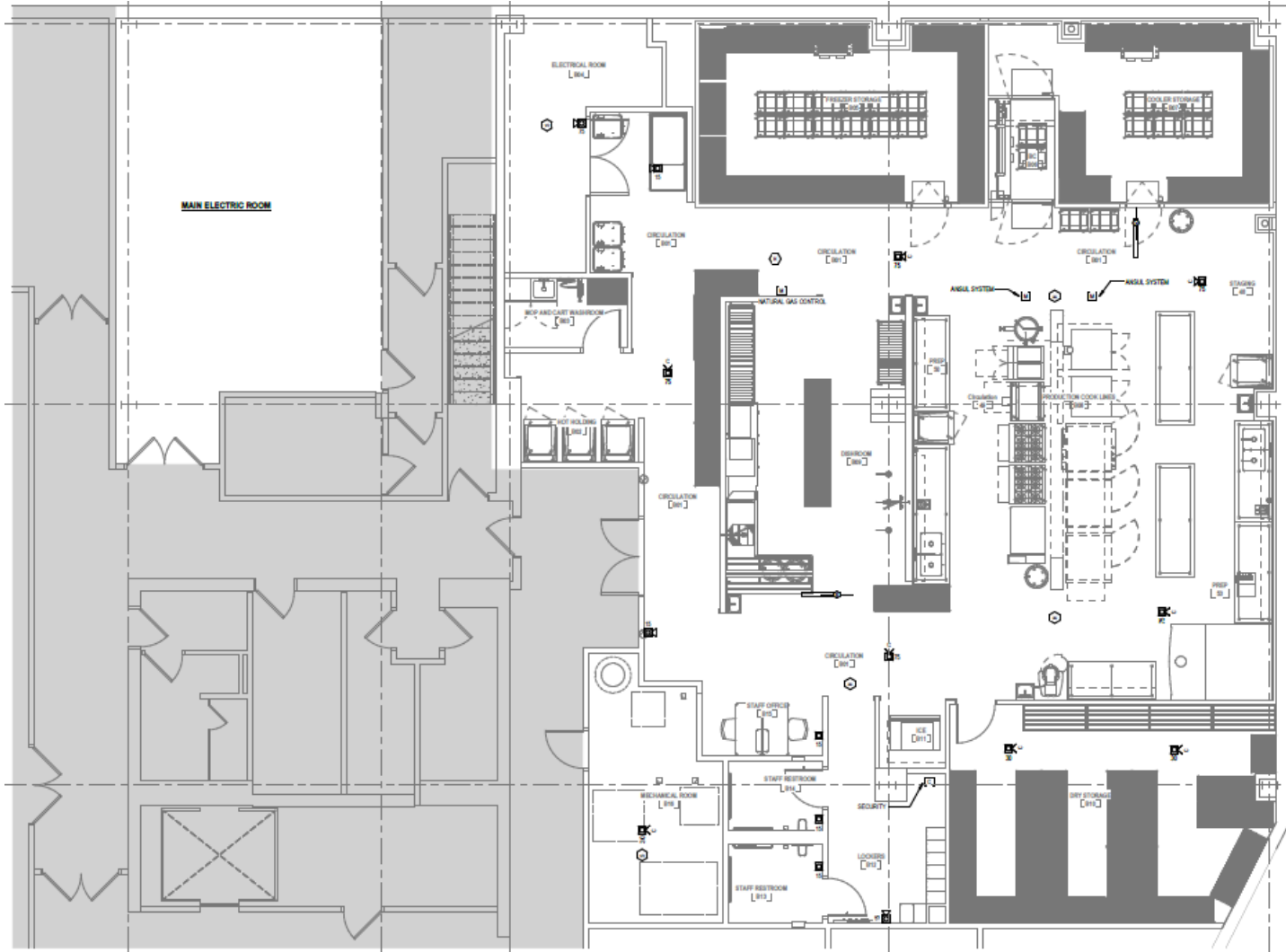
YOGURT BOWLS		COFFEE		HOT DRINKS	
<input type="checkbox"/> STRAWBERRY SHORTCAKE <small>(Strawberries, Organic, Cheesecake)</small>	\$5.50	<input type="checkbox"/> FRENCH PRESS (16OZ)	\$3	<input type="checkbox"/> LOOSE LEAF TEA POP! <small>Hot Chew (Lemon, Orange, Apple, Cinnamon)</small>	\$2
<input type="checkbox"/> TROPICAL <small>Mango, Coconut, Chia Seeds</small>	\$5.50	<input type="checkbox"/> BY THE CUP	\$2		
<input type="checkbox"/> PB & B <small>Peanut Butter, Banana, Chia Seeds</small>	\$5.50	<input type="checkbox"/> COFFEE TONIC <small>Herbal &amp; Tonic over low alcohol of choice or vanilla</small>	\$2.50		
<input type="checkbox"/> CHERRY COMPOTE <small>Cherries, Pistachios, Dark Chocolate</small>	\$5.50	<input type="checkbox"/> GREEN TEA INFUSED COFFEE	\$2.50		

COFFEE		HOT DRINKS		GELATO-SORBETTO	
<input type="checkbox"/> BORA MILK TEA <small>(Milk, Honey, Cinnamon, Taro)</small>	\$4	<input type="checkbox"/> LEMONADE <small>Orange, Lemon, Honey</small>	\$3.50	<input type="checkbox"/> 2 SCOOPS	\$3.50
<input type="checkbox"/> FRUIT SMOOTHIE <small>(Strawberry, Banana, Peach, Mango)</small>	\$5.50	<input type="checkbox"/> ICED TEA <small>Choice of 12</small>	\$3.50	<input type="checkbox"/> 3 SCOOPS	\$4.50
<input type="checkbox"/> REFRIGERATED <small>Prepared to order</small>	\$2.50			<input type="checkbox"/> 4 SCOOPS	\$5.50

AFFOGATO	
<input type="checkbox"/> ITALIAN COFFEE SORBET <small>Handmade with Amaretto Liqueur</small>	\$5.50



# 90 Broadway Production Kitchen



By relocating the production kitchen from 80 to 90 Broadway, BXP has moved up the delivery of the remaining 3,966 GFA, so that the food hall and production kitchen will now open concurrently.

## Key Features:

- Walk-in freezer, cooler, blast chiller, dry storage
- Full suite of kitchen equipment
- Dishwashing and food prep
- Office space and staff area



