

FLOOR PLATE SPACE EFFICIENCY AND COST ANALYSIS

Efficiency:

The Central & Wolfe Campus's large floor plates are more space efficient than the smaller floor plates found in most new Class-A projects. This greater efficiency is due in part to the fact that larger floor plates require less core space (e.g., stairs, bathrooms, elevators) than smaller floor plates do. Therefore, the Central & Wolfe Campus's large floor plates yield more usable square footage (as a percentage of each floor plate) than the much smaller floor plates found in most new projects. This means that **you can place more employees per 1,000 sf of space at the Central & Wolfe Campus than you can at most other new projects, including: The Center @ 700, Santa Clara Gateway, Commonwealth Corporate Center, Campus @ Shoreline and Moffett Place.**

Cost:

Comparing the space efficiency of the Central & Wolfe Campus to other new projects is critical because it reveals that most other new projects such as **The Center @ 700, Santa Clara Gateway, Campus @ Shoreline and Moffett Place are actually more expensive** on an "asking rent per employee" basis, despite their lower asking rents per square foot.

Project	Average Floor Plate (gross sf)		Asking Rent (\$ per sf, NNN)		Asking Rent (total per floor plate)	Employees (total per floor plate)	Employees Per 1000 sf (E/K)	Asking Rent Per Employee (\$/E)
Central & Wolfe Campus								
Test Fit A: 333 6x8, 52 offices	62,250	X	\$3.95	=	\$245,888	385	6.2	\$639
Test Fit B: 404 6x8, 24 offices	62,250	X	\$3.95	=	\$245,888	428	6.9	\$575
The Center @ 700								
210 benches, 12 offices	41,824	X	\$4.00	=	\$167,296	222	5.3	\$754
Moffett Place								
Test Fit A: 112 6x8, 54 offices	39,409	X	\$3.75	=	\$147,784	169	4.3	\$874
Test Fit B: 172 6x8, 12 offices	39,409	X	\$3.75	=	\$147,784	184	4.7	\$803
Commonwealth Corporate Center								
94 8x8, 12 offices	34,375	X	\$4.25	=	\$146,093	106	3.1	\$1,378
Campus @ Shoreline								
142 6x8, 14 offices	34,062	X	\$3.50	=	\$119,217	156	4.6	\$764
Santa Clara Gateway								
Test Fit A: 128 6x8, 20 offices	29,400	X	\$3.25	=	\$95,550	148	5.1	\$646
Test Fit B: 136 6x7, 6 offices	29,400	X	\$3.25	=	\$95,550	142	4.9	\$673

Notes

Central & Wolfe Campus: Square footage is based on a third level, single building floor plate. The largest contiguous floor plate is 208,110 sf.

The Center @ 700: Employee count and average floor plate size is based on test fit from project brochure.

Moffett Place: Square footage is based on 315,272 sf/building divided by 8 floors. Workstations assumed to be 6x8. Employee count is based on test fits from Moffett Place brochure.

Commonwealth Corporate Center: Square footage is based on 137,500 sf/building divided by 4 floors. Employee count is based on test fits from Commonwealth Corporate Center brochure.

Campus @ Shoreline: Square footage is based on the third floor. Workstations assumed to be 6x8. Employee count is based on test fits from Campus @ Shoreline brochure.

Santa Clara Gateway: Employee count is based on test fits from Santa Clara Gateway brochure.

Employees per 1000 sf



Asking rent per employee

