



NJ Ignite

New Jersey's incubator and collaborative workspace rent initiative

Launching: Fall 2018

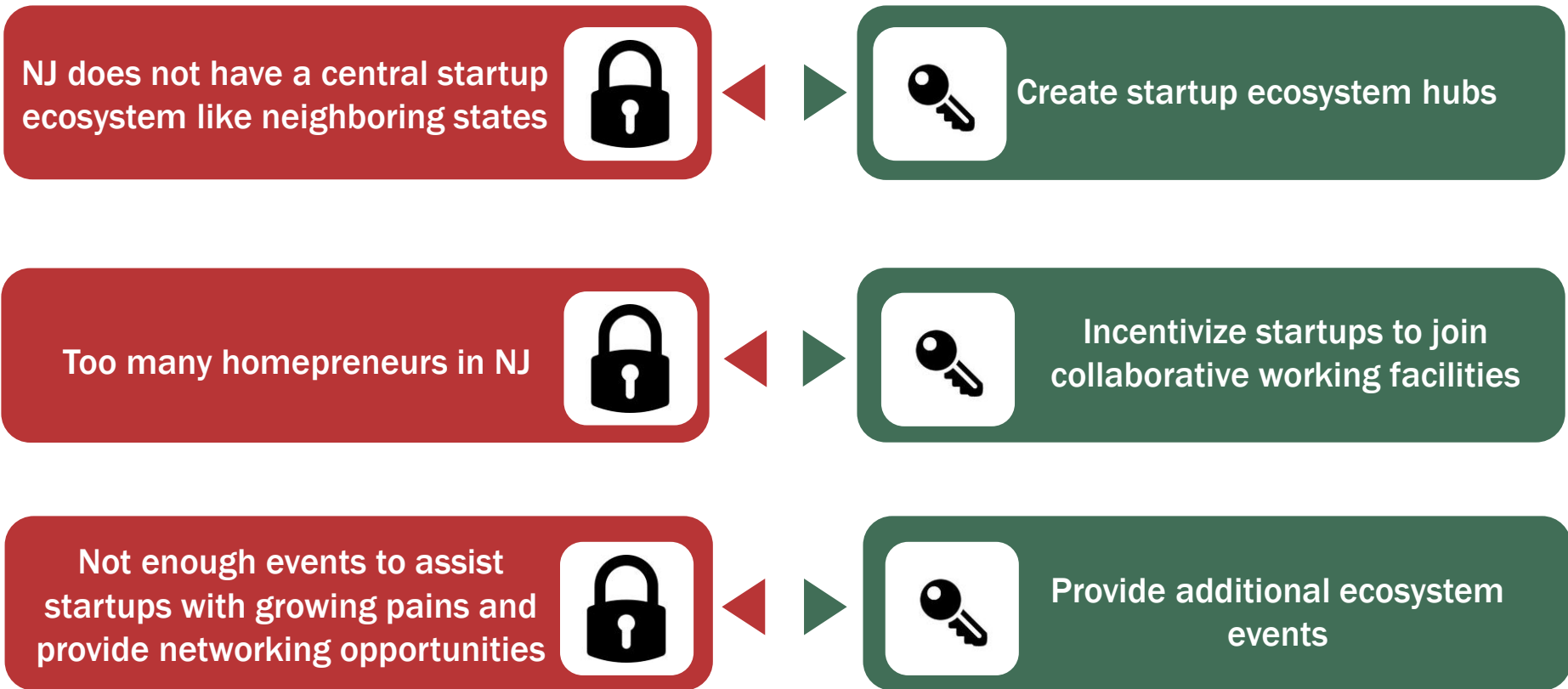


NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

Problems For NJ Startup Ecosystem



Many NJ startups in their early development stage choose to not move into a collaborative workspace because of the cost, even though collaborative workspaces have proven benefits for early stage companies.



Solution: NJEDA Will Pay Your Rent

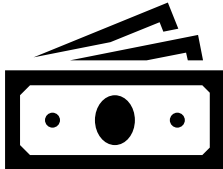


The NJEDA created NJ Ignite to incentivize startups to utilize collaborative workspaces

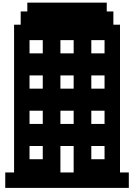
NJ Ignite

Incubator and Collaborative Workspace Initiative

The NJEDA created *NJ Ignite* to foster the development of young companies in New Jersey. *NJ Ignite* is structured as a public-private partnership, where the EDA provides funding to the collaborative workspace to support the first months of a technology or life science company's rent at the workspace. This initiative will foster community engagement, provide needed support and encourage accountability among entrepreneurs.



\$500,000
Total Pool of Capital

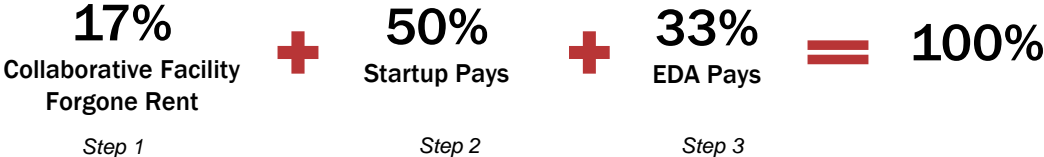


\$150,000
Per Collaborative Facility



\$15,000
Max Per Company

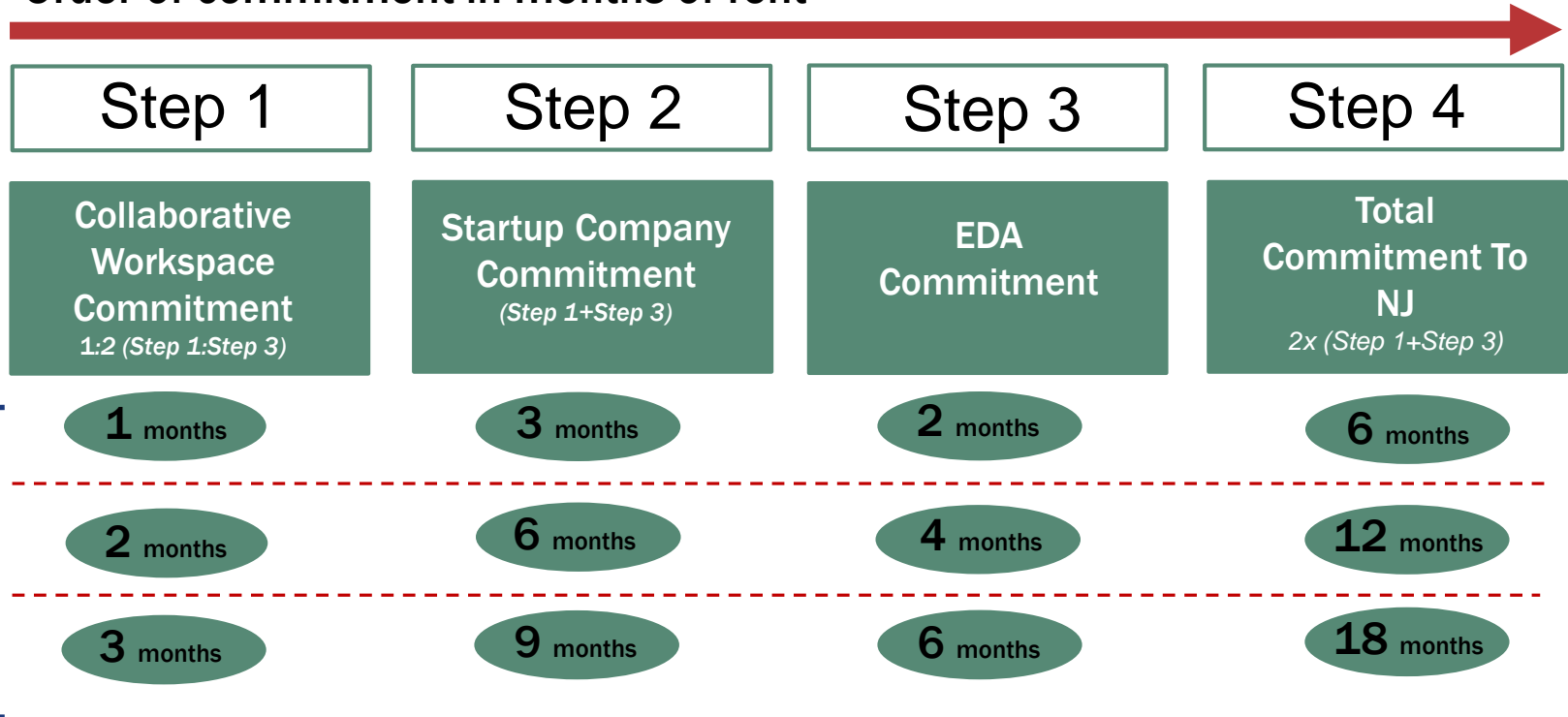
Rent Breakdown



NJ Ignite Commitment Structure



Order of commitment in months of rent



Collaborative workspace manager decides which tier to utilize

* Receive additional stackable bonus months from the EDA if the collaborative facility is in an Opportunity Zone, affiliated with a NJ University, affiliated with a hospital system, or the facility has been open less than 90 days. These bonus months do not count toward the workspace or company commitment periods.

NJ Ignite: A \$500K grant pilot program where the EDA will finance **2, 4 or 6 months** of a technology or life science company's rent at an NJ approved facility if the approved facility has agreed to match the grant on a 1:2 basis

Create startup ecosystem hubs

NJ Ignite will provide support to New Jersey's 45+ collaborative workspaces by increasing the number of young company tenants which will allow these facilities to become the startup ecosystem hubs in the state

Incentivize startups to join collaborative working facilities

NJ Ignite will provide rent support to early stage companies to operate from a collaborative workspace, helping companies realize the benefits of collaborative workspaces while removing rent as a barrier of entry

Provide additional ecosystem events

NJ Ignite will require that collaborative workspaces commit to hosting a minimum of 8 ecosystem building events (e.g. office hours, meetups, speaker series) in a year

NJ Ignite: Collaborative Facility Qualifications



✓ Facility **must** be located in NJ

✓ Minimum of 5 unique paying tenants over the last 2 years

✓ Commit to hosting at **least 8** ecosystem building events

✓ Rent charged to the startup is comparable to the rates charged to other community members within the same space

✓ Will provide free rent to the startup company as defined in the program

✓ Offer at least one type of work space - private office space, hot-desks or dedicated desks

Benefits For Collaborative Facility



Increased Ecosystem



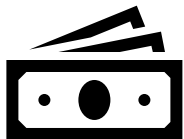
Collaborative facility manager decides what companies participate in the program



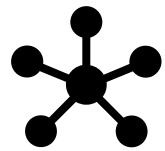
Increase the occupancy rate



Become the community hub by hosting events



EDA pays commitment up front after satisfactory disbursement request



Become and EDA approved facility and receive promotion, marketing and visibility

ICWRI: Startup Qualifications



At least **1** full time employee working in the workspace



Less than **3 years** old from earliest formation date



Less than **10** employees (W2 or 1099)



Less than **\$1M** in gross sales in the last **12** months



First time in a NJ collaborative facility

NJ Ignite: Startup Qualifications



Step 1

Collaborative Workspace applies

A collaborative workspace submits the required documents via online submission with attachments:

- Email: NJignite@njeda.com

- Requested documents:
- Signed self certificate template (form)
 - [NJ Tax clearance](#)
 - Tenant list template (form)
 - Rent, mortgage or corporate charge back after one month (showing manager cost of operation)

*estimated two week approval time



Step 2

Collaborative Workspace applies for tenant company

An approved collaborative workspace will apply on behalf of their tenant startup and agree on the terms (either 2,4, or 6 month program)

- Application: <https://www.njeda.com/>
- Requested documents:
- Signed self certificate template (form)
 - [NJ Business registration](#)
 - 2-page executive summary
 - Certificate of incorporation
 - Employee verification template (form)
 - Singed lease agreement (draft will be accepted) with final to follow
 - Executed grant agreement (form)
 - EDA named as additional insurer



Step 3

Collaborative Workspace submits a disbursement form

After an approved collaborative facility and tenant complete their agreed upon months, the collaborative facility will submit a disbursement request

- Application: <https://www.njeda.com/>
- Requested documents:
- Executed disbursement request template (form)
 - Signed lease agreement
 - Rent payments from tenants (cancelled check, bank statement, wire transfer)



Frequently Asked Questions



When is the program launching?

The program application will be available beginning October 1st, 2018

Where do I apply?

Please see the website:
<https://www.njeda.com/icwri>

What spaces are part of your program?

Any facility that meets the requirements can apply. Please see the NJEDA website for a complete list of approved facilities:

https://www.njeda.com/financing_incentives/technology_lifesciences/NJ-Collaborative-Workspace-Initiative

Phone: (732) 839-1880

Website: www.njeda.com/tls



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