



**Nathan Seidle**

**2500 Cubic Yards of Concrete**

  
**sparkfun**  
ELECTRONICS





**3 Millions Widgets Served**



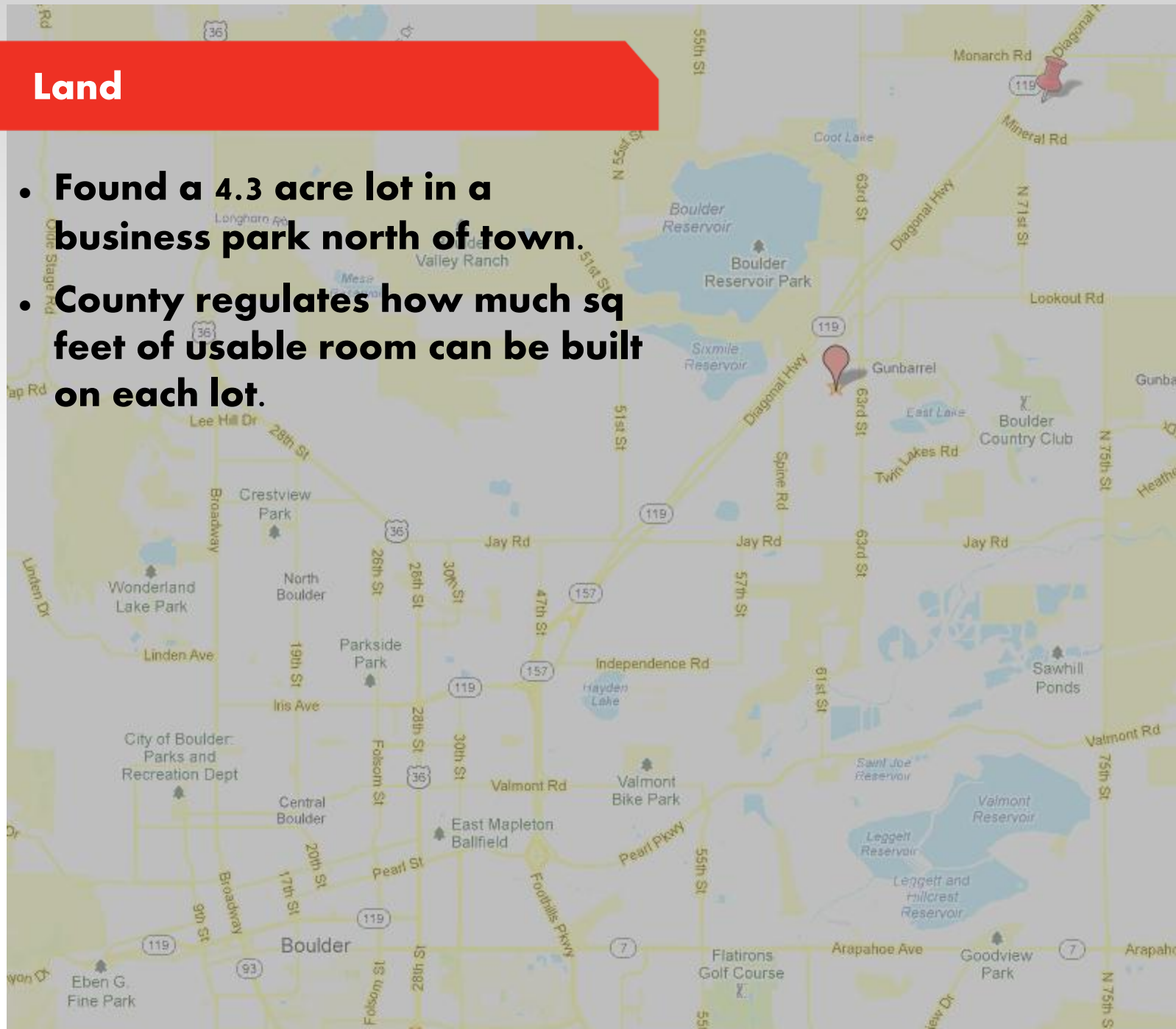


**Search “How to build a building”**

**3 Millions Widgets Served**

## Land

- Found a 4.3 acre lot in a business park north of town.
- County regulates how much sq feet of usable room can be built on each lot.





**Land**

**\$14 per sq ft of dirt (115 eur per meter)?!**

**That made our 4.3 acres \$2.6M**

**Insanity**



## The Deal

- **JEKA (Jeff) would donate 50% interest in 4.3 acres**
- **MMU (Don) would donate 50% interest in 4.3 acres**
- **SparkFun would pony up \$1.5M in cash**
- **SparkFun would sign 20 year lease at \$6 per sq ft + NNN**
- **SparkFun would be responsible for all Tenant Improvements**

**Ownership: SparkFun = 50% / JEKA = 25% / MMU = 25%**

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### The Math:

- Improvements to building would be around \$2M
- 80,000 sq ft = \$360,000 per year in rent (not including utilities)
- \$7.2M for the full 20 years

**SparkFun = \$10.7M / JEKA = \$0.800M / MMU = \$0.800M**

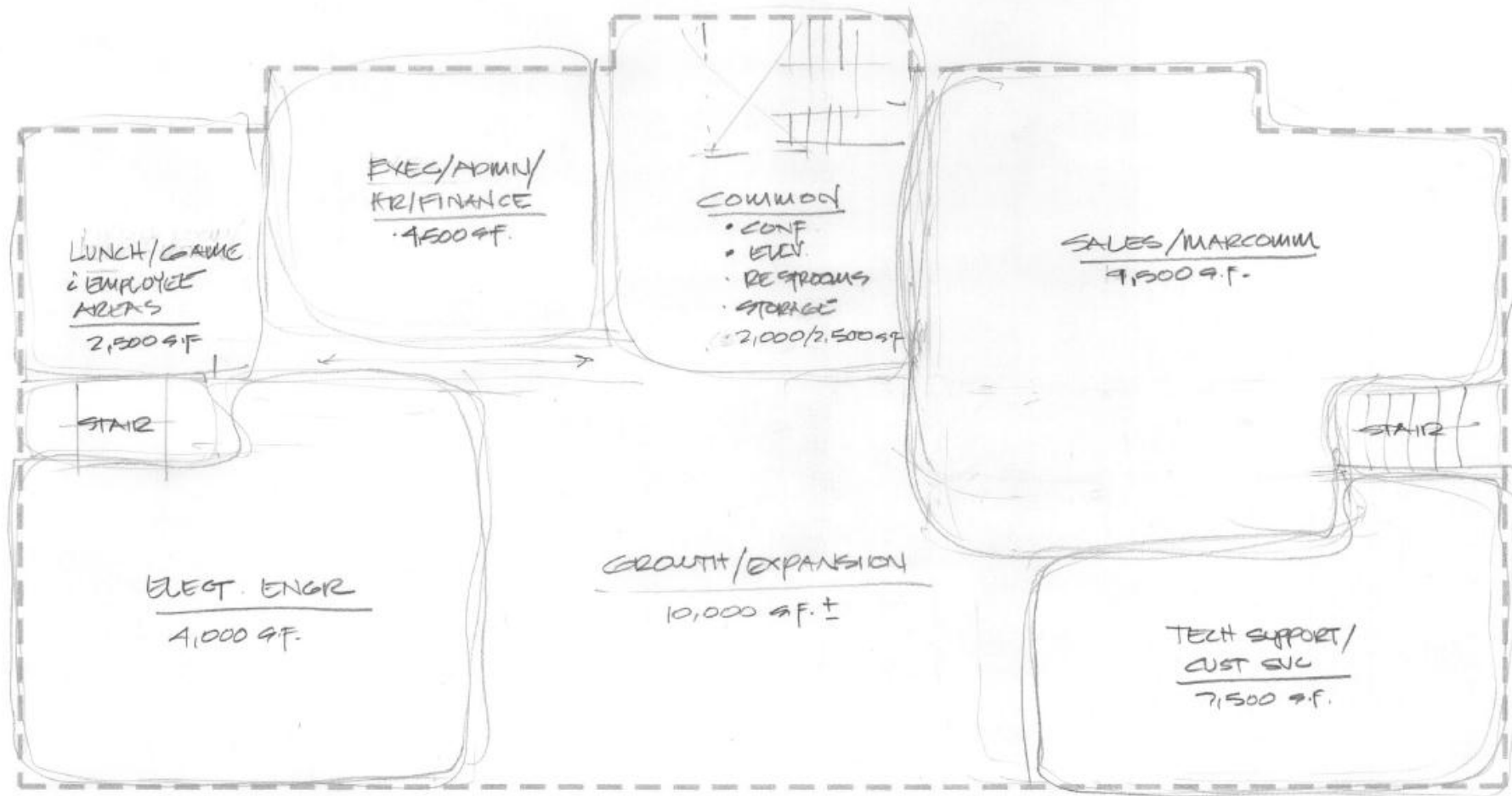
- Not cool.

## **The 2<sup>nd</sup> Deal**

- **Jeff got cold feet. Offers to sell interest for \$7.50 per sq ft.**
- **Don doesn't want to be 25% in a deal with an amateur, offers to sell interest for \$8 per sq ft.**
- **SparkFun can buy the land outright!**
- **Debt to get project done goes from 3.5M to 10.5M**
- **100% owner of building and project.**
- **We can do whatever the hell we want.**



# Rough Plans



NOTE: ALL S.F. #'S ARE APPROX.  
 & BASED ON PRELIM.  
 PROGRAM ANALYSIS

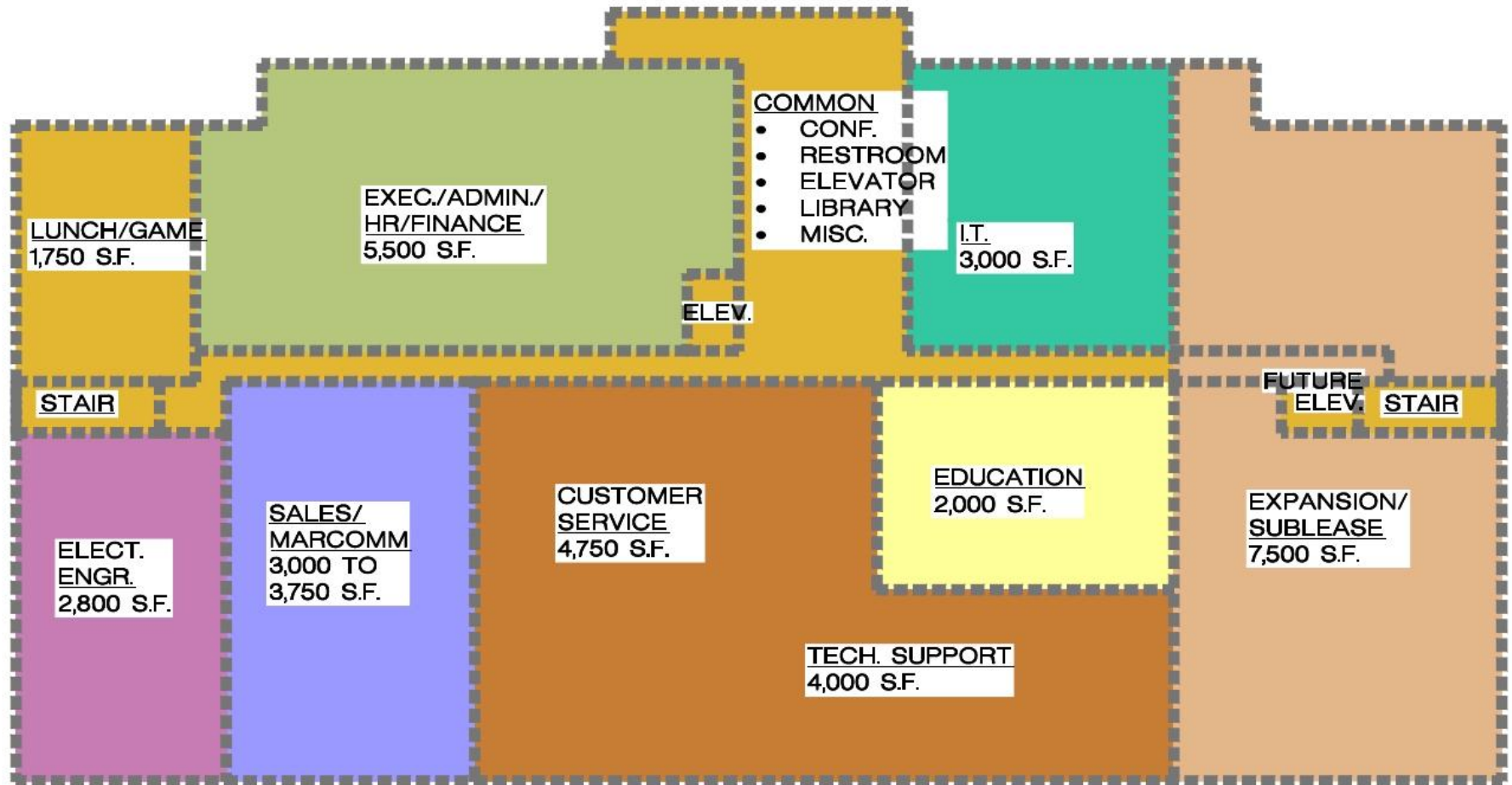
**SparkFun**  
 Lot 2, Block 1, Replat C Boulder Tech Center



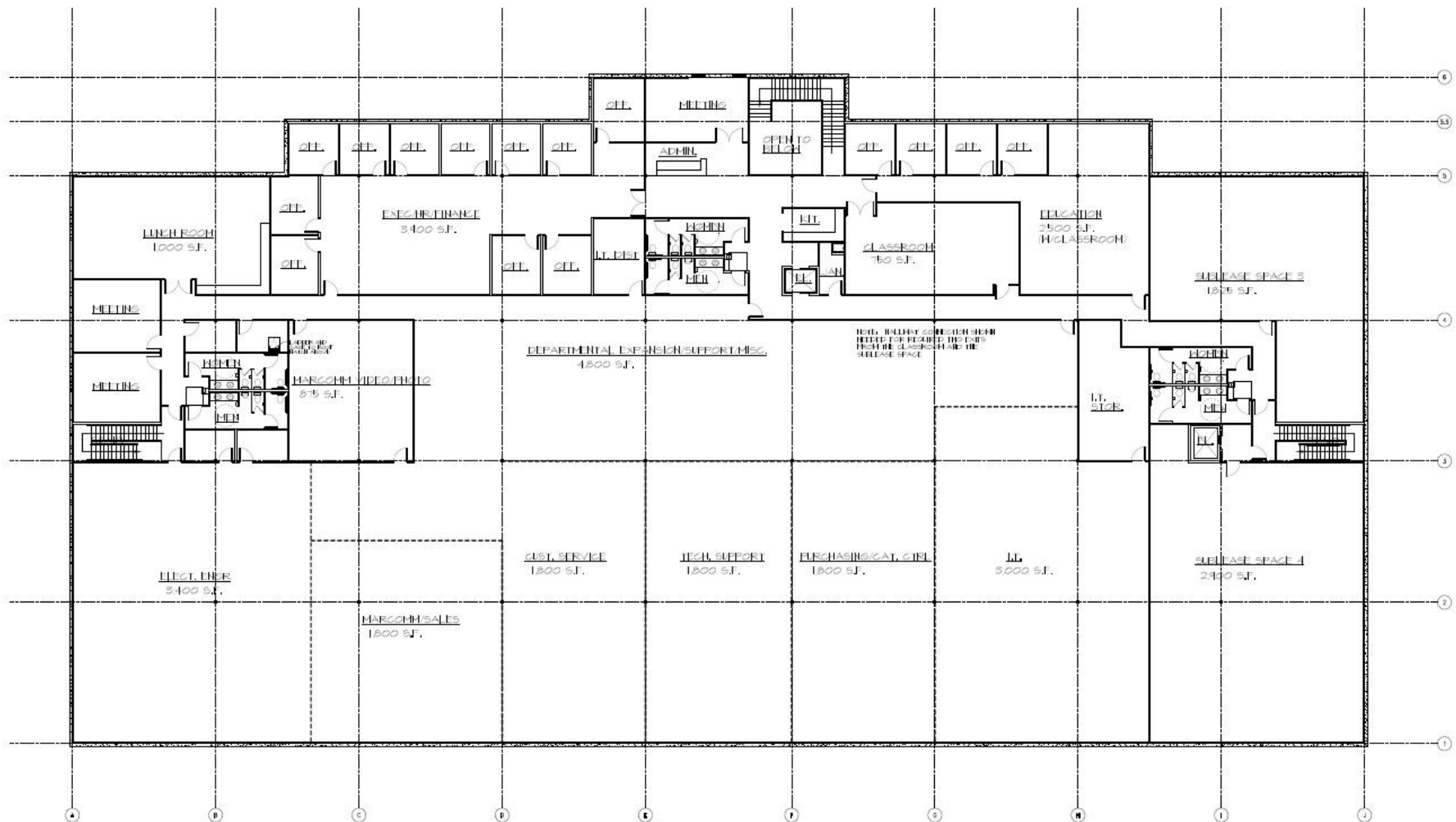
UPPER LEVEL  
 FLOOR PLAN  
 SCALE: 1" = 20'-0"

9/6/12  
**KV architecture**  
 architecture/planning/consulting  
 a Colorado professional corporation  
 4341 Arapahoe Avenue Suite 100  
 Boulder, Colorado 80303  
 PH: (303) 443-8388 FAX: (303) 444-5085

# Rough Plans

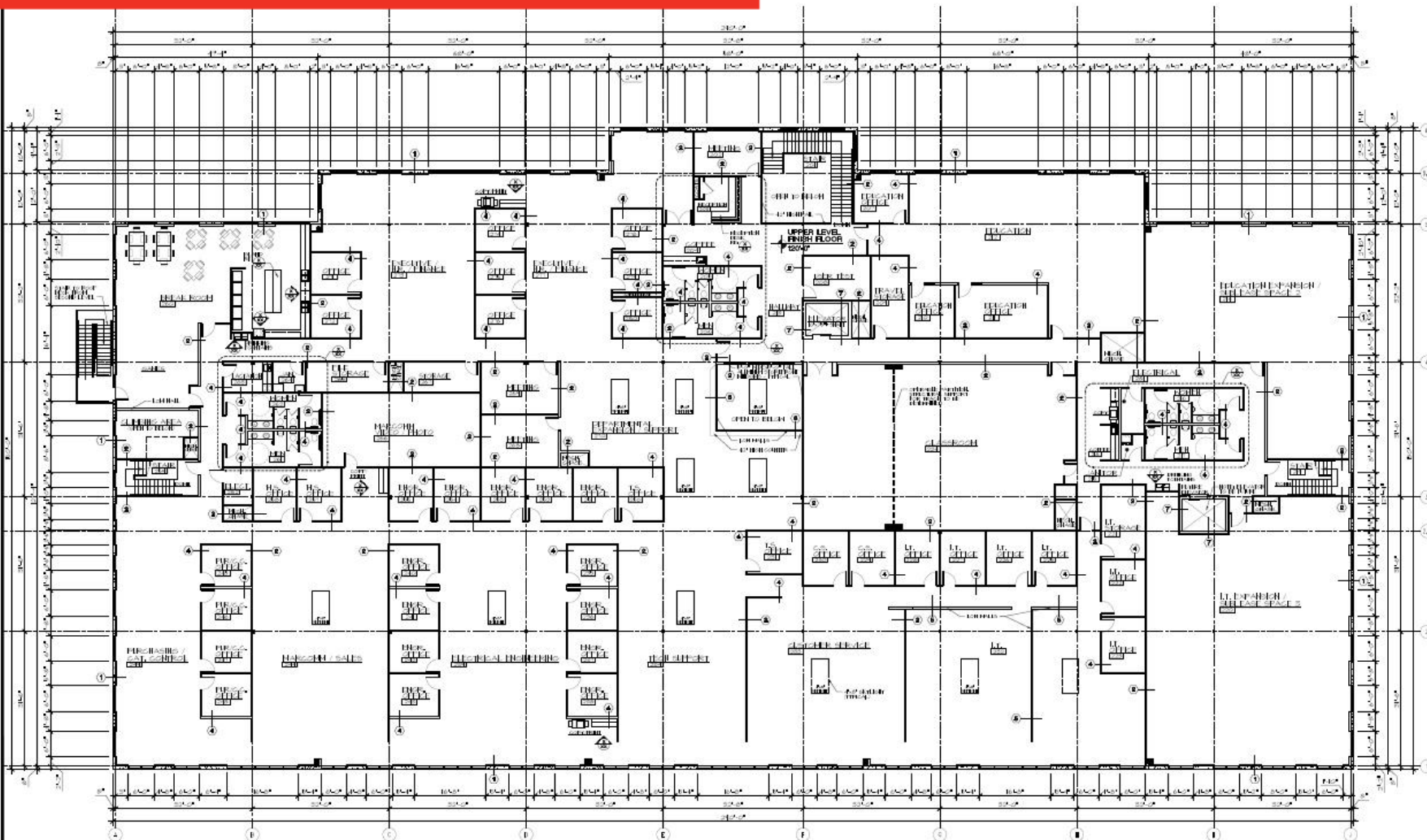


## Rough Plans





# Rough Plans



**OVERALL  
UPPER LEVEL  
FLOOR PLAN**  
SCALE: 1/8" = 1'-0"

**Architecture**  
a national leader in  
commercial and institutional  
design  
4441 10th Avenue  
Boulder, Colorado 80503  
PH: 303-440-2000 FAX: 303-440-2005

6400 West Dry Creek Parkway  
Lot 2, Block 1, Replat C  
Boulder Tech Center  
Boulder County, Colorado

**sparkfun**  
ELECTRONICS

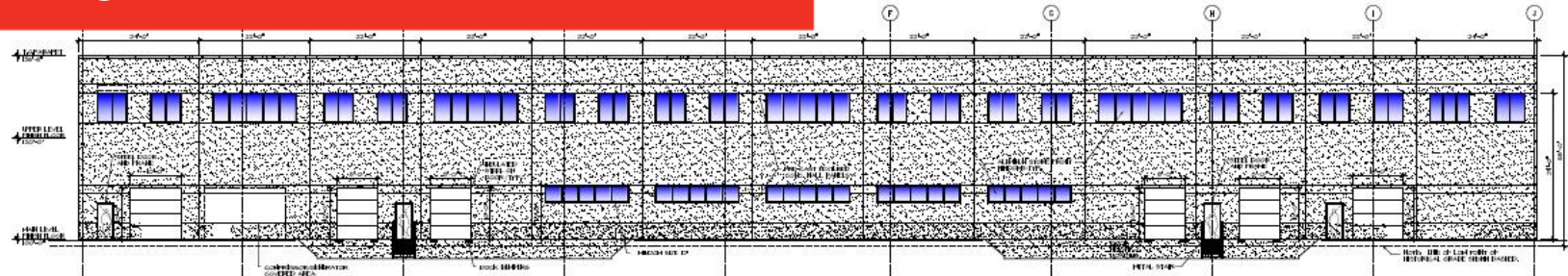
PROJ NO: 18  
DATE: 12/1/2013  
REV: 1

PROGRESS  
NOT FOR CONSTRUCTION  
4/14/2013

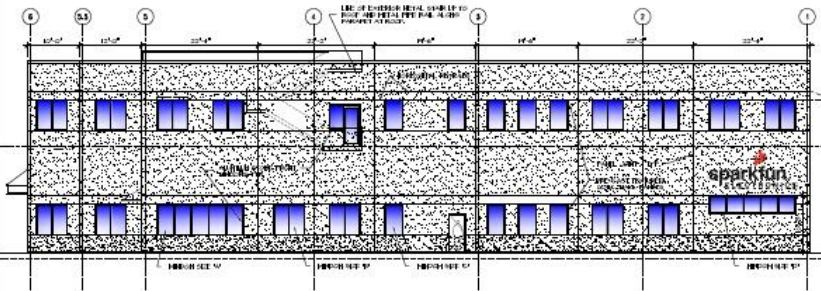
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**A3**  
FLOOR PLAN

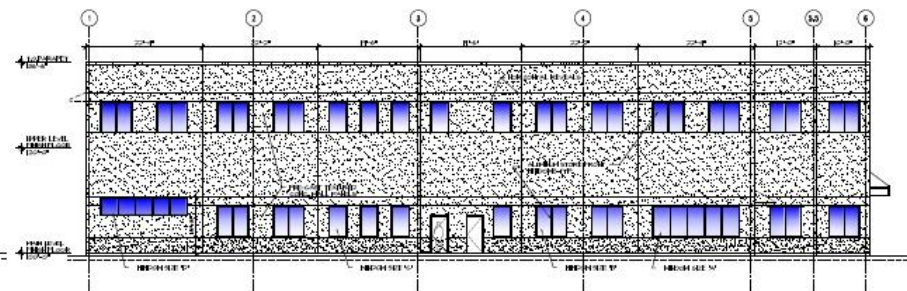
# Rough Plans



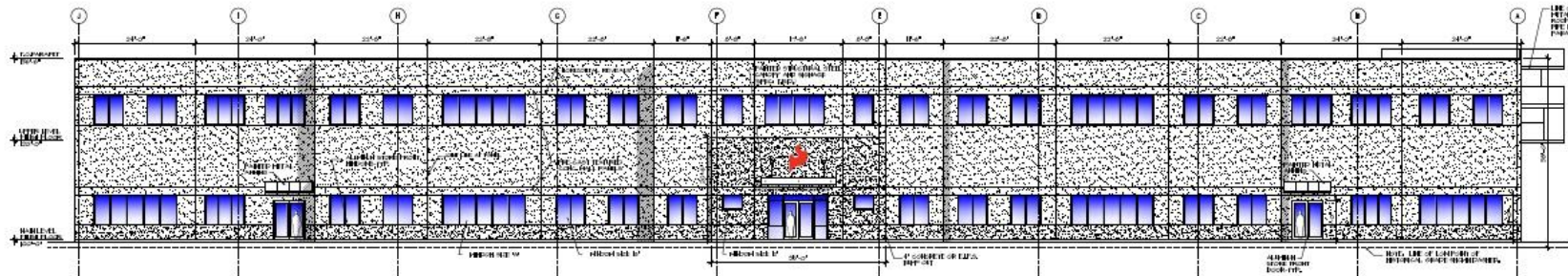
REAR (SOUTHEAST)



SIDE (SOUTHWEST)



SIDE (NORTHEAST)



FRONT (NORTHWEST)

- GENERAL ELEVATION NOTES:**
1. HINGED SIDES ARE AS FOLLOWS: A - 16'-8 1/2" x 6'-0", B - 8'-0" x 6'-0", C - 8'-0" x 6'-0", D - 16'-8 1/2" x 4'-0", E - 8'-0" x 4'-0". HEAD HEIGHTS ARE 4'-0" ABOVE FINISHED FLOOR UNLESS NOTED OTHERWISE.
  2. PER IBCG, L FACTORS FOR DOORS AND HINGES ARE AS FOLLOWS: STOREFRONT - .35, DOUBLE DOORS - .35, HINGE FOR STOREFRONT IS .35.
  3. STOREFRONT HINGED DOORS ARE 8'-0" TALL, SINGLE DOORS ARE 8'-0" TALL AND DOUBLE DOORS ARE 8'-0" TALL.
  4. EXTERIOR HINGED DOORS NOT SHOWN AS STOREFRONT ARE 8'-0" x 4'-0" METAL INSULATED.
  5. TILT UP WALL PANELS ARE ASSUMED TO BE 8" THICK.

**ELEVATIONS**

SCALE: 5/32" = 1'-0"

**KP architecture**  
commercial/residential  
4441 Arapahoe Avenue Suite 300  
Boulder, Colorado 80503  
PH: 303.444.4000 FAX: 303.444.4000

6400 West Dry Creek Parkway  
Lot 2, Block 1, Replat C  
Boulder Tech Center  
Boulder County, Colorado

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ELECTRONICS

PROJ NO: 18-  
DATE  
REV

PROGRESS  
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4/4/2013

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**A7**

ELEVATIONS



## 2500 Cubic Yards of Concrete

CSI Codes	COST CODE	DESCRIPTION	PROJECT BUDGET	REVISED PROJECT BUDGET	DRAW 1 06/04/2013	TOTAL TO DATE	VARIANCE
03-03330	03330	Concrete Structure Complete	N.A.	0.00		0.00	0.00
03-03350	03350	Specialty Concrete-Lbr	N.A.	0.00		0.00	0.00
03-03351	03351	Specialty Concrete-Mtl	N.A.	0.00		0.00	0.00
03-03410	03410	Tilt Up Concrete Panels	342,385.00	342,385.00		0.00	342,385.00
03-03420	03420	Precast Structural Concrete	N.A.	0.00		0.00	0.00
03-03430	03430	Precast Prestressed Concrete	N.A.	0.00		0.00	0.00
03-03530	03530	Decks	N.A.	0.00		0.00	0.00
03-03600	03600	Flat Concrete Mtl/Slab	320,000.00	320,000.00		0.00	320,000.00
03-03601	03601	Flat Concrete Lbr/Slab	Included	0.00		0.00	0.00
03-03605	03605	Misc. Concrete	2,500.00	2,500.00		0.00	2,500.00
03-03620	03620	Mesh	Included	0.00		0.00	0.00
03-03625	03625	Curing Compound	N.A.	0.00		0.00	0.00
03-03630	03630	Concrete Sawing	2,500.00	2,500.00		0.00	2,500.00
03-03700	03700	Structural Concrete Mtl (including roof conc)	Included	0.00		0.00	0.00
03-03701	03701	Structural Concrete-Lbr	Included	0.00		0.00	0.00
03-03710	03710	Concrete Pumping Flatwork	Included	0.00		0.00	0.00
03-03711	03711	Concrete Wash Out Service	8,000.00	8,000.00		0.00	8,000.00
03-03715	03715	Grout	1,250.00	1,250.00		0.00	1,250.00
03-03716	03716	Misc Site Foundations	3,500.00	3,500.00		0.00	3,500.00
03-03717	03717	Parking Garage Foundations	N.A.	0.00		0.00	0.00
03-03718	03718	Crane Base (if required)	N.A.	0.00		0.00	0.00
03-03720	03720	Caissons Complete	Included	0.00		0.00	0.00
03-03722	03722	Grout Pump for Stairs	Included	0.00		0.00	0.00
03-03725	03725	Caisson Overrun / Underrun	By Owner	0.00		0.00	0.00
03-03730	03730	OPEN	N.A.	0.00		0.00	0.00
03-03731	03731	OPEN	N.A.	0.00		0.00	0.00
03-03732	03732	OPEN	N.A.	0.00		0.00	0.00
Total Division 3			847,660.00	847,660.00	0.00	0.00	847,660.00



## Lessons

## Building officials are jittery

- **Drying room = you are painting**
- **Classroom = you are running a school**
- **Range = you will be serving food (health inspection)**
- **Retail area = you are running a store**

## **"What's the Address?"**

- **Deed: LOT 2 BLOCK 1 BOULDER TECH CENTER REPLAT C**
- **Nathan -> Andrew (Project Developer)**
- **Andrew -> Doug (County Land Use)**
- **Doug -> Michelle (Plan Examiner Supervisor)**
- **Michelle -> Martha (Zoning Specialist)**
- **Martha -> Michelle: "It's 6333 Dry Creek Parkway"**
- **Michelle -> Doug**
- **Doug -> Andrew**
- **Andrew -> Nathan**
- **Nathan -> Andrew: "Cool, thanks. What's the zipcode?"**

## Lessons

- **Take your banker out to lunch once and awhile. They matter.**
- **'Old Business' is very wary of the new generation of businesses.  
(a.k.a. old white guys don't like you to talk)**
- **Closing your eyes helps when signing loan documents.**
- **Remember, this will all be over in 12 more months...**



## Lessons

- **Take your banker out to lunch once and awhile. They matter.**
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(a.k.a. old white guys don't like you to talk)**
- **Closing your eyes helps when signing loan documents.**
- **Remember, this will all be over in 12 more months...**
- **Then it's just 240 easy payments of \$70,628.**







































**[nathan@sparkfun.com](mailto:nathan@sparkfun.com)**