

Bay Area Glass Institute **Move FAQs**

Why is BAGI moving?

After 15 years at the same location in Japantown, the land is being redeveloped into apartments.

Where are we moving?

We wish to stay within San Jose.

Prefer industrial area of SJ. (Central to North).

We are a significant part of SJ arts community.

City of SJ gives us a supportive grant.

We are connected to San Jose State glass program.

When will BAGI need to move?

Closing escrow by the new owners of our existing building is planned for Jan 2016.

What will the move budget include?

We will be upgrading equipment.

Changing to a more efficient furnace.

Upgrade facility (electrical, gas, ventilation, plumbing).

Expanded square footage to add new programs, sublet space to artists for their own studios.

Why doesn't BAGI know yet where they will be moving?

We do not want to rent the new facility too early, which will require us to cover two rents for a prolonged period.

We are looking at properties now.

What happens if BAGI doesn't raise the money?

We will go dark for a period, continue to look for a location, and consider scaling back services when we reopen.

Shut down for good.

I thought BAGI was closing last year.

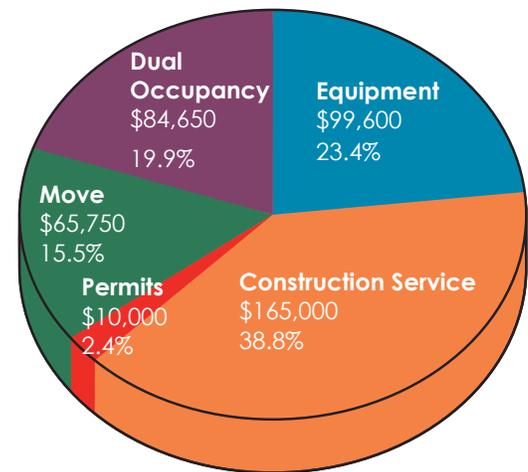
True.

The expansion of corporate events has offered us the opportunity to expand our artistic programs and stabilize our financial budget.

We now have money in the bank, and have been running cash flow positive for the last year.

We have created ongoing operational financial stability.

Why is the move so expensive? Why will it cost that much?



Equipment \$99,600, 23.4%

Updated fusing, flame work, hot shop equipment
Third hot shop bench & associated equipment

Construction Services \$165,000, 38.8%

Plumbing
HVAC
Electrical
Carpentry
Architect

Permits \$10,000, 2.4%

Fees & permits

Move \$65,750, 15.5%

Professional movers for large equipment
First/last deposit
Marketing & advertising
Contingency fund

Dual Occupancy \$84,650, 19.9%

Overlap rent for five months



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Is there a need for BAGI in the community?

There is no other public-access glass facility in the South Bay with educational programs for students, artists, and the general public.

How many people does BAGI serve?

- 15,000 people directly in touch with hand made art annually.
- 5,000 people visit our Great Glass Pumpkin Patch each year.
- 1,000 employees participate in corporate events annually.
- 500 people take classes each year.
- 30 Glass artists blow glass regularly in our facilities.

We provide a facility for corporations to offer team-building events centered on the glass arts.

We offer introductory discovery courses that expand the public's knowledge of the glass arts.

We also offer more in-depth classes for those who want to increase their knowledge of the glass arts.

We offer a space for artists to work.

How many more people will BAGI be able to serve?

Currently we can serve 40 people in a corporate event. We want to expand to 75.

Currently we have two benches in hot shop and wish to expand to four.

Is BAGI considering expanding their offerings?

We currently offer hot shop, flameworking, cold work, and fusing.

We wish to offer new glass art offerings; casting and stained glass.

Which corporations have been in for events recently?

Apple, Adobe, Applied Materials, Broadcom, Check Point Software, Cisco, Financial Engines, Genomic Health,

Facebook, Gilead Sciences, GoDaddy, Google, Intuit, Kaboodle, PKMG, LinkedIn, Map Pharmaceuticals, MegaPath, Plantir, PayPal, Symantec, Silicon Valley Bank, Stanford, YAHOO.

How is BAGI involved in the glass arts community?

We will be hosting the international conference of the Glass Art Society in June.

BAGI founded the Great Glass Pumpkin Patch®, which is on its 20th year at the Palo Alto Art Center.

What is BAGI doing for GAS Con. 2015 (Glass Art Society Conference)

We will be offering workshops for artists.

Hosting the hotshop, flameworking, and Glass Olympics

How does BAGI spend its money?

We sustain operations solely through our program revenue.

Your donation at this time goes toward the one-time expense of moving BAGI to a new site.

The current economic growth in the South Bay has created this need to move.

Why we stopped the glass auction.

Our last Auction was in March 2012 ... the net revenue was half of what it had been the previous year (\$50k vs \$100k+). The number of patrons that were buying was getting smaller and the artists were having a hard time donating work coming out of the recession.

