

2023

SAGE
Technology
Centers



WHO WE ARE?

A general understanding of who Sage is and what the Sage Technology Center does for both small to medium sized businesses as well as for the local community, economy and protection of the ecosystem. V1.001

Creating Opportunity Through Investment

The purpose of SageTM is to invest in tomorrow's future through the growth of new and emerging technologies.

The Sage Model provides a bridge for tech companies who have reached the level of design but lack the ability to take their product further. Through partnerships with both investors as well as organizations in the education, business development and other similar industries, Sage



promotes an environment that streamlines the capabilities of emerging technologies to develop into not only a proof of concept but also a viable product that is ready to go to market. Sage continues its support beyond development through a business's launch cycle through the engagement of opportunities leveraged through the Sage Network of market customers and investment capital partners. This allows a business with advancing technologies to move beyond the walls of the Sage Technology Center and into their own manufacturing facilities where they can continue to grow and produce new advancements within their industry sector.

Investing not Only in Technology but the Community as well



Sage is located within the central region of Eastern Kentucky between the cities of Lexington and Ashland along the I-64 corridor. The intent of the Sage Model for business development is to support industrial growth within this region and allow the Sage Technology Center to operate as the centralized point of Kentucky's Technology Highway. This development process will bring thousands of well-paying and much needed jobs to many of Eastern Kentucky's disadvantaged communities. It will also provide emerging and developing businesses

operating within the Sage Model with access to a host of available and capable resources to develop their operations around. The I-64 corridor will provide these businesses with accessibility to direct thoroughfares for logistical transportation and service of raw goods and materials for manufacturing as well as delivery of finished products to their customers.

The Emergence Model

Sage is currently cycling through its first phase of development. The technology center is planned to be comprised of 2 facilities within its Eastern Campus in the Ashland, KY area; one for standard R&D and

Manufacturing and another for secured development; totaling between 450,000 – 500,000 sq ft. The locations will host office space, shared conference rooms, research and development facilities, small scale assembly and caged warehouse storage for raw material and finished goods awaiting shipment. Phase 1 of Sage Technology Center is scaled for 20-25 initial companies to grow within. Based upon the business need, the center is modeled to accommodate them with a primary of focus on delivering manufacturing ready solutions that is market ready. Future plans also include a centralized campus in Bath County Kentucky comprised of a 295 acre campus which will include dedicated R&D, Small Scale Manufacturing and Logistics to accommodate 40 emerging businesses. A later phase will also include a Western Campus in Lexington similar to the scale of the planned Eastern location.

The Center is not Only for Company Startups



Although sponsorship opportunities are a focus of Sage to move ideas into reality, the center is also built to accommodate organizations who wish to expand their existing operations in the technology sector into Kentucky but lack the current resources to do so. In this case, Sage offers businesses with a highly competitive leasing model to provide lights on space to setup and start production and base operations in the Eastern Kentucky region while they work to grow themselves to the position to firmly establish a footprint within the area.

Support of R&D and Low-Level Manufacturing

Sage has a belief that to build a healthy ecosystem of companies along the I-64 Technology Corridor, they must have the proper tools at their disposal to be successful. That is why Sage goes beyond offering office space. The Sage Technology Center provides businesses with



research and development facilities to construct their product models and through the Sage Network of partners helps these companies acquire their first customers. From there the Sage Technology Center continues to provide initial support through access to low volume manufacturing and assembly centers allowing young businesses with the ability to generate profitability and growth before further investing to expand their operations.

Expanding Sage and Beyond

The goal for the Sage Technology Center is to move beyond its existing size and continue to build into multiple phases as more opportunities for technology driven businesses expand into the walls at Sage. As this happens plans for Phases 2 through 5 are already considered which will expand into the central technology complex and grow the center into a larger campus along the I-64 Corridor and support over 60 emerging organizations. This capability for rapid scale and growth is directly related to the ties that Sage has with those companies that they help launch into full scale production facilities along the corridor. As more emerging companies expand into the area, it allows Sage to further expand its footprint and to accelerate the future development of the technology industry within Eastern Kentucky.



Incubator vs Cultivator

The Sage Model does not operate as a conventional incubator for startup and emerging businesses. In a traditional business incubation model, the Center provides services to support office space, access to base level financing opportunities and provides shared events for networking opportunities to develop leads. The Sage Model is rather that of Business Cultivation. Through Sage, we provide access to state of the art research and manufacturing facilities, equipment and software that would cost a small business millions in up front funding to utilize. Sage provides training programs to ease the burden of resource churn during the emergence phase of the small business. Sage also provides shared overhead resourcing which reduces the resource cost from as much

as an additional \$500-\$850k a year down to as little as \$25-\$50k. These cost savings allow small businesses to greatly accelerate their success in developing an independent footprint beyond Sage in the Eastern Kentucky region.

Sage acts as a partner to those interested in growing their businesses within Eastern Kentucky. Sage additionally provides a complete package of key processes required to make a business successful. Areas including marketing and management support, team building and training, as well as access to the Sage Network which provides continued acceleration of growth through extending rounds of development for those businesses that work with Sage and seek to find success within the mountains of Eastern Kentucky.

Investments in Kentucky

Sage has a primary goal of developing technology focused industry in the Commonwealth of Kentucky. In order to grow an economy, the region must focus on developing industry that serves larger markets beyond its own borders. The influx of outside capital into the region is what supports and allows growth of the smaller community businesses and thus enhances the livability of the region. Sage is committed to growing an industry that can lead to 100's of thousands of new jobs in the area and build on the essence of hard work and close communities that Kentucky is known for.