



# Innovations in Co-working Spaces

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Managing Growth  
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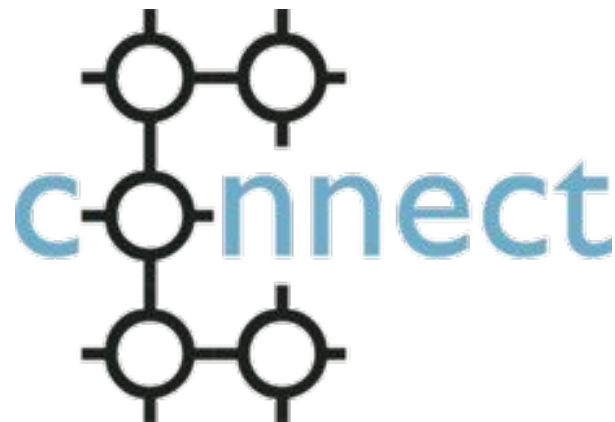
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## Breakdown

- Co-working Spaces in Seattle, San Francisco, and Austin
- Business Models
- Applicable services, prices, and ideas
- Conclusion



# Startup communities in Seattle

- Office Nomads
- Ballard Labs
- The Pioneer Collective
- The Inc.



## **Their model for membership**

- Nonprofit and for-profit
- Pricing varied
- Business partnerships lead to support services



# Office Nomads

## Membership Options

### ADVOCATE

Can't come in frequently but want to tap into the Office Nomads community? Advocate membership is perfect for you.

1 day/month

Advocate members are not eligible to add a keycard or mailbox.

**\$30/month**

### PART-TIME

Part-time memberships are designed to be flexible, and work great as a part of your independent work schedule.

\$100/month = 5 days/month

\$180/month = 10 days/month

\$240/month = 15 days/month

**\$100-\$240/month**

### RESIDENT

Looking to ditch your home office setup completely? Set up at your own dedicated desk!

Includes your own locking file cabinet

Mailbox included

5 guest passes per month

**\$395/month**

### STUDENT

Grad school office not cutting it? Need a more lively location to wrap up your thesis or dissertation? Come work alongside some impromptu advisors!

Drop in 5 days/month.

**\$50/month**

### TEAMS

Pools of days to be used amongst teams of 2-4 individuals.

\$360/month = 20 days/month

\$540/month = 30 days/month

\$720/month = 40 days/month

**\$360-720/month**

### EXTRAS

Individual keycard access = \$100/month + deposit

Mailbox = \$35/month

Member day pass rate (for membership overages) = \$20/day

Non-member day pass = \$30/day



# Ballard Labs

## MEMBERSHIP OFFERINGS

### Part Time Shared Space

**\$330 / Month**

Free Garage Parking

24 / 7 Access

Private Phone Booth Access

Large Conference Room Access

Full Kitchen + Coffee Service

On Site Security

Printing & Office Supplies

### Virtual Office Service

**\$150 / Month**

Corporate Mail Services

Conference Room Access

### Full Time Designated Desk

**\$450 / Month**

Free Garage Parking

24 / 7 Access

Private Phone Booth Access

Large Conference Room Access

Full Kitchen + Coffee Service

On Site Security

Printing & Office Supplies

Designated Mailbox

Storage & Locking File Cabinet

Limited Guest Access

Limited Furnishing Available

Designated Ethernet

### Private Office Suite

**\$1295 / Month**

Free Garage Parking

24/7 Access & Locking Office

Reception & Office Supplies

Large Conference Room Access

Full Kitchen + Coffee Service

On Site Security

Glass Walls & Locking Door

Designated Mailbox

Printing & Storage

Designated Parking Spot

Unlimited Guest Access

Limited Furnishings Available

# The Pioneer Collective

## A La Carte



### Trial Week - Seattle

\$50.00

- Try our space for a full week, **M-F 9am-5pm**
- Available to new clients interested in membership
- Should you choose a membership plan after your trial, the \$50 will be credited towards your first month

Quantity:



### Drop-in Day(s) - Seattle

\$30.00

- Access to communal desk space and included amenities
- **9am-5pm** any weekday except holidays
- Free coffee, tea
- High-speed WiFi

Quantity:



# The Inc.

## THE INC. MEMBERSHIP

### \$50/Quarter

Begins the date you sign up and auto-renews every three months.

#### Membership benefits:

- Convenient Online Booking + Payment
- Flexible and Quality Childcare Onsite
- Meeting/Phone Call Room
- Inc. Community Member Events
- Free or Discounted Workshops and Classes
- Inclusion and Access to The Inc.'s Member Community Network
- Parent-Only Coworking Room
- Cowork + Coplay Community Room
- Coffee, Tea and Occasional Treats
- Opportunities for Community Connection
- High-Speed Wifi and Printer Access
- Onsite Parking and Plenty of Street Parking

## PLAYSCHOOL ROOMS

### Hourly Pricing, Hours: 9am - 1pm

\* 2 hour minimum in the toddler room and 3 hour minimum in the preschool room.

- Drop-In Hourly Rate: \$15/hr
- 10 hour punchcard: \$145
- 20 hour punchcard: \$288



# Fibercove- Austin

## Boardroom Features

- Seats 14-16
- Formal furnishing
- White Boards
- And more
- \$75/Hour

**Kapany Board Room** AVAILABLE



# The Marconi Fiber Room Features

- Seats 4-6
- Small team conference room
- Glass Whiteboards
- Etc.
- \$50/Hour

**Marconi Large Fiber Room** AVAILABLE



# New Ideas

- Create workplaces that companies can rent out





## Amenities

## Facility Services

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Double Convection Oven

Waste Management

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20-quart mixer

Pest Control/Prevention

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6-burner range with double oven & flat grill

Equipment Maintenance

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6-burner range with single oven

Utilities (water, gas, electric)

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Three 2-door reach in coolers

Linen Service

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Reach-in freezer

Cleaning and Sanitizing  
Chemical

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Chest freezer

Trash Bags, Floor Cleaner,  
Soap

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2-door glass merchandiser

Weekly Cleaning Service

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Commercial microwave

Dish and Hand Sinks

# FOUNDERS SPACE™

San Francisco

Founders Space TV

How Do You Start a Startup?



- These videos can answer a lot of the questions you answer everyday.



## Conclusion

- Membership price is determined by many variables. We have to find the right price that fits LaunchSA.
- New services for LaunchSA.
- Some of the hurdles that come with these services.



## Sources:

- <https://impacthubseattle.com/membership/>
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