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CREATING COMMUNITY AND FOSTERING INNOVATION IN WILTON



**An Economic Feasibility Study | Nashua Regional Planning
Commission**

Project Description

As noted in the 2015 Economic Development chapter of its Master Plan, Wilton residents identified several economic challenges facing the community, including a downtown that is bypassed by major state routes, concern that communities to the east siphon away businesses, and a lack of community gathering venues and events. However, Wilton's quaint downtown, cluster of thriving manufacturing firms, and available commercial and industrial space are all key aspects to revitalize the community. One method to utilize Wilton's assets while also addressing some of its challenges is to develop or attract a collaborative working space for the community. This was a suggestion of both the 2016 UNH Cooperative Extension Business & Retention Survey and the 2017 Plan NH Charrette.

A collaborative working space is a term used in this report to include several different types of innovative and non-traditional community workspaces. Collaborative working spaces have been popping up in New Hampshire and throughout the country. These include:

- Coworking Space – an office or other working environment by people who are self-employed or working for different employers, typically to share equipment, ideas, and knowledge. It provides a social atmosphere and an escape from distractions of work-at-home professionals.
- Business Incubator – a company that helps new and startup companies to develop by providing services such as management training or office space.
- MakerSpace – a space that combines manufacturing equipment, community, and education for the purposes of enabling community members to design, prototype and create manufactured works that wouldn't be possible to create with the resources available to individuals working alone. Since these spaces may require garage space, and have industrial uses, locating them directly in downtown may not be ideal.

The intent of this report is to discuss potential benefit of collaborative workspaces, strategies to implement one in Wilton, and possible barriers. It was written with the assistance of the Wilton Economic Development Team with funding support from Bar Harbor Bank & Trust, who purchased tax credits through the Community Development Finance Authority's L5 Capacity program.

Project Goals

- Invest in infrastructure that will then bring commerce and enhance a social network for businesses and residents in the community
- Potentially have mechanism or need to increase broadband connectivity in downtown Wilton
- Support the needs of current residents and companies in Wilton who are looking to grow or adjust with current market and technological advances
- Attract people to help build workforce base for Wilton businesses and reduce building vacancy rates
- Provide affordable office space for burgeoning companies
- Increase social connectivity and any entrepreneurial culture in Wilton and surrounding towns. According to Deskmag, “72% of people are more productive since working in a coworking space.”
- Service the needs of hobbyists and entrepreneurs in the region
- Create innovative programs to serve local school populations

Demand

Part of this study examines the potential customer base that this collaborative workspace would serve. Since Wilton’s population has declined by 2% since 2010 and the town’s median age is a relatively high 44.4 years, one of the barriers faced is attracting a younger workforce and countering declining public school enrollment numbers. Between 2004 and 2014, the Town of Wilton lost approximately 314 goods-producing jobs. Overall, the number of private jobs in Wilton declined by approximately 12%, falling from 1,220 in 2004 to 1,074 in 2014. Further, the nature of jobs in Wilton has changed markedly over the last 10 years. Services oriented jobs have jumped from 35 percent of the town’s private employment in 2004 to 55 percent in 2014. Those who do live in Wilton are commuting farther for work, including 12.8% who work outside New Hampshire (primarily in Massachusetts).

Office space in Wilton averages \$0.50-\$0.60/sq. foot (approximately \$2,100/month) and available office space in West Milford can range from \$0.42/sq. foot to \$1.14/sq. foot. For certain startups, this may be cost prohibitive. However, there are several audiences Wilton can tap into that would benefit from a collaborative workspace. These are detailed below, but include:

Residents of Wilton and surrounding area who commute long distance or work from home

Since almost 20 percent of the working population in Wilton either commutes longer than 60 minutes or works from home, there may be a market for people who are looking to telecommute several days a week or seek a more social atmosphere while they complete their job. Furthermore, many of Wilton’s surrounding communities are more rural and also have substantial population that commute long distances or work from home. Wilton could capitalize upon these demographics, especially if they can also provide shared services that independent workers may not find at home, including better Internet service and office amenities.

Table 1: Commuting and Working from Home Trends in Souhegan Region

Towns	Population of workers over 16	Commuting Longer than 60 minutes		Working from Home	
		#	%	#	%
Wilton	2,006	239	11.90%	160	8.0%
Greenfield	783	93	11.90%	79	10.1%
Greenville	1,026	104	10.10%	58	5.7%
Lyndeborough	957	156	16.30%	100	10.4%
Mason	785	192	24.50%	76	9.7%
Milford	8,236	848	10.30%	511	6.2%
Mont Vernon	1,301	177	13.60%	96	7.4%
Temple	763	128	16.80%	120	15.7%

Source: American Community Survey, 2012-2016

Existing manufacturers in Wilton or Milford who may need an advanced manufacturing workforce

According to the 2017 UNH Cooperative Extension Business Retention & Expansion Report:






-  According to respondents, 50% indicated that competition for employees to be the most challenging aspect of employee recruitment. Respondents found it challenging to recruit the following employees: unskilled service workers, skilled and unskilled manufacturing workers, and repair and skilled maintenance. It is less of a challenge to recruit to managers, IT, office and administrative workers.
-  53.6% indicate that major technological innovations in their industry might affect their company and of those, 50% said this will require retraining of employees.
-  50% have plans to modernize or expand their buildings or equipment. 57% own their facility. For those renting or leasing, about half have an informal lease agreement.
-  50% indicate they have plans to change in operations over the next three years. Those expecting change are looking at change in the mix of goods and services; adding or subtracting product lines; change in production technology; expanding markets, retirement and new or expanded location.
-  Broadband (high speed internet) is important or very important to 68% of the businesses. 20% say it is not important. The businesses are nearly evenly split with cable (35%), DSL (32%) and fiber optics (32%)

Table 2: Businesses that may be interested or benefit from a makerspace or incubator

Business	Product/Service	Employees	Established
Wilton			
Label Art, Inc.	Pressure sensitive labels	160	1963
Bur-Bak Machine Corporation	Injection molding	85	1970
Kimball Physics, Inc.	UHV electron	50	1973
Atlantic Prefab	Prefabricated building components & systems	30	2015
General Machine & Foundry	Aluminum castings	30	1969
S&Q Printers	Core plugs, winding cores	20	1940
Milford			
Hitchiner Manufacturing	Ferrous, non-ferrous castings	500	1946
Cirtronics	Electromechanical Assemblies	170	1979
Airmar Technology Corporation	Ultrasonic transducers	168	1981
Hendrix Wire & Cable	High voltage power cables	120	1957
Coorstek	Industrial ceramics	103	1978
Hampshire Paper Corporation	Paper	60	1978
Source: NH Dept of Employment Securities Community Profiles, 2017			

Already existing collaborative workspaces that are looking to expand or collaborate with educational institutions to create a workforce pipeline

Southern New Hampshire is fortunate enough to have a blossoming culture of innovation. A location quotient analysis of the Nashua Region indicates that the region enjoys proportionately higher shares of employment in manufacturing, retail trade and finance and insurance. The region’s manufacturing industry is particularly robust; its location quotient of 1.99 indicates that the share of employment in manufacturing is approximately twice the national share.

With that in mind, the purpose of a collaborative workspace in Wilton would not be to detract or compete with existing institutions. On the contrary, the collaborative workspace in Wilton should complement and expand the already prevalent success in the region. By reaching out and partnering with existing work spaces and/or manufacturers, Wilton can have a mutually beneficial scenario. Some of the potential partners in Nashua can include Makelt Labs, the Nashua Innovation Center and the Flatley Innovation Center. The MAXT makerspace in Peterborough, the HIVE at the Hannah Grimes Center in Keene, and AlphaLoft in Manchester are also potential candidates.

Wilton should also look to see if arts institutions could benefit from a collaborative work space or share the space. For example, Andy’s Summer Playhouse cannot perform productions outside of the

summertime because the building in Wilton Center is not winterized. By working with them to establish a performing arts space within the coworking space, there could be a diversity of uses that could make the project viable.

One way of gauging interest or demand may be to survey existing businesses or utilize traffic of library users. Pop up operations to test different uses and collaborative working spaces may also help gain interest

Case Studies

MAxT Makerspace in Peterborough, NH

Population: 6,284.

Monadnock Art x Tech (MAxT) began as a small storefront in 2015 with five members.¹ The space has now grown to include over 50 members and moved to a larger location. Its services include a makerspace, studio space, and co-working. The coworking space offers personal workspaces to rent as well as separate rooms for conferences or classes. There are also 15 rentable studio spaces. The equipment for the



members include Laser Cutter, 3D Printing, Electronics, Wood Working, Sewing, Screen Printing, Metal Lathe and Mill, Adobe Creative Suite, computers, vinyl cutter, and wifi.² In addition to offering a wide range of classes, trainings and events to bring in community members, MAxT hosts a monthly repair café. The finances to launch this space came partially from Our Town Capital Group, a group of investors that formed to spur economic development in Peterborough. Currently, the makerspace functions as a nonprofit and has plans to develop an incubation program for start-up businesses.

MakeItLabs in Nashua, NH

Municipal population: 87,882

MakeIt Labs

MakeIt Labs is New Hampshire's first community workshop (a.k.a makerspace or hackerspace), flourish and grow. It is a 501(c)(3) non-profit organization located in Nashua that was established in 2010 to give makers a place to dream, learn, and create with other like-minded people. The space is operated and maintained entirely by volunteers. Over 250 members have access to a 12,000 sq. feet facility which is divided into many distinct areas such as the electronics and computer lab, wood shop, machine shop, welding & metal fabrication shop, automotive garage bay, rapid prototyping areas, classrooms, and meeting spaces. Within each of these areas are specialized resources, such as metal fabrication and welding tools, 3D printers, computer parts, and manual machining. <http://www.makeitlabs.com/>

¹ http://www.sentinel-source.com/hub/news/business_openings/peterborough-makerspace-finds-a-larger-home/article_7b4081eb-9ca8-5c18-9989-507a11e1788d.html

² <http://www.maxtmakerspace.org/>

Makelt Labs also offers a variety of classes that are taught by professional and its members. These classes are intended as trainings on technical aspects of manufacturing as well as tools for entrepreneurship. Courses include laser vector design, welding, legal and patenting issues, and design for manufacture and assembly. Makelt Labs has also partnered with local educational institutions, such as Rivier University and the Nashua Public School System. Their long-term goals include expanding their operations and formalizing partnerships with manufacturers to create a workforce development pipeline.

The HIVE at Hannah Grimes Center in Keene, NH

Municipal Population: 23,406



The HIVE is a creative co-working space that is a part of the Hannah Grimes Center, which is a center for innovation in the Monadnock Region. The Hannah Grimes Center has operated since 1997 and has always remained in downtown Keene, although it has moved locations during its history.³ Its mission is to provide the space, tools and connections that innovative entrepreneurs need to build strong businesses, thriving local economies and vibrant communities. It includes both the Center for Entrepreneurship and the Hannah Grimes

Marketplace. The Center for Entrepreneurship educates, supports, and assists in the successful development of entrepreneurs who are committed to building a vibrant community. The Hannah Grimes Marketplace is a dynamic retail store with an exclusive focus on local products. This unique, multipurpose center has thrived due its mission-driven purpose and creative vibe.

The HIVE launched in 2017 to help address the isolation felt by freelancers, independent employees or business owners in the rural region. Stylized after honeybee hives, decorations in the space include many natural themes such honeycomb patterns, white birch tree trunks, and green chairs. Most of the art in the space is from local artists. The HIVE paired well with Hannah Grimes' business incubator and business mentorship programs.

A monthly membership to the space costs \$100. Increased 24/7 access to the space costs \$150. In addition, The Hive offers a daily use rate of \$15, a weekly use rate of \$25. It also has a corporate membership plan through which companies can pay a flat fee of \$1,200 annually and \$25 per employee, per month, to let their employees use the space. Its amenities include a conference room for fee, wifi, chairs, desk, and access to a kitchen space, incubator program, multitudes of programs, and courses. The HIVE hopes to have 50 members eventually. Additionally, the HIVE also hosts a monthly musical performance and a weekly networking night. The superior Internet quality at the HIVE has been cited as one of its major assets as well.⁴

³ <https://www.hannahgrimes.com/>

⁴ http://www.sentinel-source.com/news/local/the-hive-is-hannah-grimes-center-s-latest-innovation/article_a97e62b0-16e0-5abd-9033-ea03c7d53e2d.html

Take Root Initiative in Franklin, NH

Municipal Population: 8,447.

Founded in 2015 in downtown Franklin, Take Root's goal is to provide a social and professional working space for entrepreneurs with an emphasis on sustainability and eco-friendly businesses.⁵ A co-working space with some aspects of a business incubator, Take Root encourages people to start their own business and sustain it, while helping the local economy as well. Take Root was able to launch through a partnership with PermaCityLife, Franklin Savings Bank, Lakes Region Chamber of Commerce, Colby-Sawyer College, and FirstLight.



The amenities offered include high speed wifi, 24/7 access, printer/scanner, event space with projector, kitchen & lunch area, free parking, conference room, and access to events and bathrooms with showers. The rates for their services range from \$25/day for a day pass to use the flexible workspace to \$150/month for a permanent desk and \$400/month for a permanent office. They also hold events, such as lectures from startups (1 million dollar cups), tech question/answer drop in, live acoustic performances, and they broadcast webinars. Anecdotally, Take Root has been very successful in bringing people in for events and renting out permanent office space, but is still developing a base for their co-working unit.

Framework in Pittsfield, MA

Municipal Population: 42,846



This co-working space transformed two vacant store fronts that were previously occupied by a couple of arts-related small businesses in downtown Pittsfield. It is now a 5,000-square-foot area that provides work space and office amenities that can be accessed by up to 60 individuals at the same time.⁶ To increase its base, Framework also conducts events like wine tastings. Furthermore, Framework partnered with a coffee shop next door who didn't have

space for people to linger and use wifi, to increase revenue streams and target customers for both businesses.

The amenities offered at Framework include digital key card for access, security cameras, lockable filing cabinets or located, kitchen amenities, fastest internet for rural area (fiber optic, 100 mbs up/down), utilities, video conferencing, multi-functional printing (print, fax, copy, and scan), 5 days/week access, handicap bathroom, lounge area, member network access, and member brand display. Although day

⁵ <https://takerootnh.com/>

⁶ <https://pittsfieldcoworking.com/framework-featured-berkshire-eagle/>

passes are offered, many of their price plan options are monthly and range from an individual open desk at \$185/month to a premium office space at \$850/month.⁷

Orange Innovation Center in Orange, MA

Population: 7,839.

Capitalizing upon the intellectual capital of the Pioneer Valley, a former food processing plant and furniture making factory was transformed into the Orange Innovation Center in 2013. The building is 128,000 sq ft resting on 3.47 acres along Millers River and the PanAm railway close to downtown Orange.

Due to its geographic and organization, the OIC includes a MakerSpace, marketplace, offices, and a business incubator.



The Center is full of dozens of small, thriving businesses that employ

some 150 people.⁸ Members of the innovation space consist of Artisans & Makers, Beauty & Wellness professionals, Social Service professionals, Good Eats & Treats, Master at their Calling, and others. The amenities include on-site maintenance and supervision, security through 24/7 closer circuit monitoring, passenger elevator, freight elevator, MBI Broadband 123 Fiber-Optic Hub (access points available for \$20/month), public transportation through community Transit Service, a full fitness center, café and, a laundromat. Rates vary widely depending on the space and needs.⁹

Common Threads among Case Studies

Although the above case studies vary in the services they offer, their mission, and their business structure, there are several key themes that show what makes a successful collaborative working space. These include:

- 📖 The vibe and atmosphere of the building and interior space is critical to drawing people in and having them return to contribute to the social atmosphere.
- 📖 The initial space should be scaled to documented demand in the area. If successful, there is room to expand.
- 📖 There needs to be a strong entrepreneurial spirit to make it launch and have long-term sustainability. Depending on what resources and opportunities are available at the beginning, the right business model needs to be chosen (volunteer, nonprofit, for profit, etc.)
- 📖 The collaborative workspace should fill a niche in the community or region either as a social hub or some type of industry.

⁷ <https://pittsfieldcoworking.com/>

⁸ http://www.sentinelandenterprise.com/news/ci_29407914/call-action

⁹ <https://www.orange-innovation.com/>

- 📖 Need diverse uses to make the space work (events, lectures, nighttime uses, etc.)
- 📖 Collaborate with nearby businesses instead of competing (e.g. partner with Local Share to have coffee option at workspace)

Collaborative Working Space in Wilton

Other makerspaces and co-working spaces near Wilton in Nashua, Peterborough, and Manchester present both opportunities and challenges. If Wilton wants to pursue a space for one of these towns it is critical there is a clear plan in place.

Potential Opportunities

- 📖 Further community outreach to better target and refine demand. This can be done with informational interviews with local businesses or surveys to find independent workers at the local library.
- 📖 Since Wilton has abundant vacant building space, there is the potential to partner with existing collaborative workspaces who are looking to expand.
- 📖 Partner with other organizations to increase purpose and utility of the space. For example, by building a stage in addition to the co-working space, the collaborative working space may be able to partner with Andy's Summer Playhouse and have performances in downtown Wilton
- 📖 This collaborative working space could act as computer lab for public high school students, who currently have to travel to Milford for some resources.
- 📖 Partnership with Waldorf School System. Could be used as a marketing tool for families that move to Wilton for the school but would then have to commute long distances
- 📖 Since Wilton has an abundant amount of underutilized commercial and industrial space, there is the potential to try pop up versions of this to see if it is successful with minimal costs. Potential buildings, such as the vacant Santander bank in downtown or unused square footage in the Atlantic Prefab space could serve the needs of a co-working or makerspace, respectively.
- 📖 Good broadband speeds in downtown Wilton that may attract people in more rural regions.

Issues and Challenges

- 📖 This will require a lot of overhead and investment. Many of the vacant buildings in Wilton may require significant building improvements to accommodate these uses. Not all facilities that are of interest to redevelop are suited to all collaborative work space models.
- 📖 Since Wilton currently has a sizeable population that currently works from home, it may be difficult to encourage that demographic to pay to use another location. Wilton may be more likely to attract customers to a collaborative working space from very rural parts of Wilton or surrounding towns, which need internet speeds that cannot receive at home.
- 📖 Since Wilton is not located in an Economic Development District, it makes accessing funds from the U.S. Economic Development Administration more challenging. Wilton also may be ineligible to apply for certain funds from the U.S. Department of Agriculture Rural Business and

Cooperative Programs, since Wilton's downtown is within the Nashua, NH -MA Census Urbanized Area.¹⁰

- 📄 Parking regulations in downtown may need to be amended to ensure that employees who work there all-day park in municipal lots.
- 📄 Depending on the location and type of collaborative working space, the project may face regulatory barriers.

Potential Funding and Financing Sources

- 📄 **NH Business Finance Authority** is enabled by RSA 162-A to meet the ever-changing credit needs of New Hampshire's business community. Their programs include several loan plans and bond financing for fixed asset expansion projects.¹¹
- 📄 **Santander Bank Inclusive Communities Plan.** In order to better comply with the Community Reinvestment Act, Santander Bank has pledged \$11 billion community investments over a five year period.¹²
- 📄 Partner with existing educational institution, company or makerspace. Since the startup costs for any of these institutions can be high, expanding on the success of other established spaces will better guarantee long-term sustainability. Membership dues are how most collaborative work spaces have reached financial solvency.
- 📄 **SBA Growth Accelerator Fund Competition.** Launched in 2014, this competition awards \$50,000 prizes to accelerators, incubators, and other entrepreneurial ecosystem models that help support small businesses and startups. Applicants may include accelerators, incubators, co-working startup communities, shared tinker-spaces or other models. Particular attention will be given to applicants that fill geographic gaps in the accelerator and entrepreneurial ecosystem space.¹³
- 📄 **Community Development Block Grant (CDBG) Economic Development Funds.** All eligible municipalities and counties can apply for up to \$500,000 in CDBG funds per year. Funds can be used to build or upgrade publicly owned infrastructure which will support the for-profit businesses in their need to expand, resulting in jobs for low and moderate income people.
- 📄 **Community Development Block Grant (CDBG) Planning Grants.** The maximum amount awarded to a municipality for a planning grant is \$12,000 a year. Applications are accepted on the last business day, Monday through Friday, of April and October each year. Eligible activities include income surveys, preliminary architectural and engineering design, cost estimates, and market analysis. The objectives of a feasibility study grant are to determine whether or not a proposed CDBG project is feasible and/or to recommend specific action(s) to be undertaken and that at least 51% of the intended beneficiaries will be of low or moderate income.
- 📄 **Economic Development Administration (EDA) Public Works Program.** This program empowers distressed communities to revitalize, expand, and upgrade their physical infrastructure to attract


¹⁰ https://www.rd.usda.gov/files/RD_ProgramMatrix.pdf


¹¹ <http://www.nhbfa.com/>

¹² <https://www.bostonglobe.com/business/2017/10/29/santander-bank-significantly-boosts-its-community-reinvestment-spending/K7WGO32Ez03y9UMt4oCkJP/story.html>

¹³ <https://www.sba.gov/content/sba-growth-accelerator-fund-competition>

new industry, encourage business expansion, diversify local economies, and generate or retain long-term, private sector jobs and investment. Past awards have ranged from \$100,000 to \$3 million. There is a matching requirement.

 **Cater to philanthropists for donations of cash, supplies or land.** Within your community, there may be individuals with resources or tracts of land. By appealing to individuals' sense of community pride, public goodwill, or other goal, you may be able to form a partnership that results in the donation of cash or land area that can go toward active recreation development.

 **Form a Local Housing and Redevelopment Authority.** Under NH state statute, The Town can form a Housing and Redevelopment Authority, which can be a landholding entity. Through this strategy, the Town (through the Authority) may be able to acquire properties to use as a collaborative working space.

Appendix – Price Plan Comparison for Various Collaborative Working Spaces

Take Root Initiative in Franklin, NH

Price Plans		
Name	Price	Inclusions
Day Pass	\$25/day	Use the flexible workspace for a full day with all amenities included: high speed wifi, conference room, printer/scanner, kitchen and bathrooms
1 day per week	\$30/month	A member with this membership can use the open space for any 5 days a month and will be able to take benefit from all the services and supplies.
2 days per week	\$60/month	A member with this membership can use the open space for 2 days per week and will be able to take benefit from all the amenities.
3 days per week	\$80/month	A member with this membership can use the open space for 2 days per week and you can also use Take Root Coworking as your business mailing / shipping address.
24/7 Access	\$100/month	A member with this membership can use the open space 24/7, seven days per week and you can also use Take Root Coworking as your business mailing / shipping address.
Permanent Desk	\$150/month	A member with this membership has a reserved desk in the open space with lockable storage 24/7, any day of the week and you can also use Take Root Coworking as your business mailing / shipping address.
Private Office	\$400/month	For entrepreneurs and independent business owners that want more than a desk, we provide them fully equipped private offices. They will be able to use their office seven days a week, 24 hours a day.

The HIVE at Hannah Grimes Center in Keene, NH

Price Plans		
Name	Price	Inclusions
Day Pass	\$15/day	8am-5pm Monday through Friday access
Week pass	\$50/week	8am-5pm Monday through Friday access
Basic Monthly	\$100/month	8am-5pm Monday through Friday access.
Medium Monthly	\$150/month	24/7 access
Premium Monthly	\$200/month	24/7 access & up to 10 hours of conference room rental in The HIVE.

Framework in Pittsfield, MA

Price Plans		
Name	Price	Inclusions
Open Desk – Individual	\$185/month	Unlimited access to any Open Desk & All Framework Base Amenities. 3-month minimum commitment
Open Desk - Group	\$260/month	A member with this membership can use the open space for any 5 days a month and will be able to take benefit from all the services and supplies.
Day Pass – Single	\$25 - \$150 Passes in packs of 3, 5 or 10 & save up to 40%	1 day of access to shared workspace & amenities. This pay-per-day access – no commitment
Day Pass - Monthly	\$25/month	Includes access to any Open Desk, 50% off conference room booking & All Framework Base Amenities. 6-month minimum commitment
Standard Office	\$450/month	Unlimited access to Private Office & All Framework Base Amenities. Accommodates 1-2 workers. Furniture (optional)
Dedicated Desk	\$235/month	Unlimited access to a Dedicated Desk & All Framework Base Amenities. 3-month minimum commitment
Premium Office #2	\$850/month	Unlimited access to Private Office & All Framework Base Amenities. Accommodates 1-5 workers, private entrance, lots of natural light, furniture (optional). 6-month minimum commitment

Orange Innovation Center in Orange, MA

Price Plans		
Name	Price	Inclusions
Office Studios	Varies	Heat is included – Tenant pays only for their separately metered electric use. DSL capable phone lines pre-wired to each office studio with Fiber Optic Internet available for \$20/mo. New energy saving windows and multiple 20 amp circuit-breaker wiring with plenty of outlets.
Loft Studios	400 sq.ft. is \$449/mo. 480sq.ft. is \$479/mo. + electricity	Large artist studio, hard wood floors, South facing windows
Industrial and Manufacturing	\$6.00 per square foot.	Industrial Area: common-use truck height docks, heavy duty freight elevator, concrete floors, air lines, commercial duty three phase or single phase power, build to suit. On the Fourth Floor: ~16,000 square feet of buildable manufacturing space.