

# FY18 Annual Report

## Collaborative Workspace Program



The Village Works, Brookline



MASSDEVELOPMENT  
CELEBRATING 20 YEARS

# COLLABORATIVE WORKSPACE FY18 ANNUAL REPORT

Managed by MassDevelopment, on behalf of the Commonwealth, the Collaborative Workspace Program invests in community-based innovation infrastructure that gives entrepreneurs across Massachusetts the resources to turn ideas into businesses. Today, we're seeing the progress of many participating coworking spaces and their host communities in creating welcoming and productive workspaces for their members.

Originally created as part of the Transformative Development Fund authorized by Chapter 23G, Section 46 of the Massachusetts General Laws, the program initially funded collaborative workspaces exclusively in Gateway Cities. Pilot funding rounds in FY15 and FY16 resulted in the approval of 24 grants totaling \$1,449,800 to 19 separate Gateway City applicants for building improvements, equipment purchases, and predevelopment studies.

As coworking gained momentum and popularity, the program was expanded in May of 2016 beyond Gateway Cities to include any municipality in the state, made possible by the legislature's support of the Baker-Polito Administration's *An Act to Provide Opportunities for All* bill. The FY18 competitive round was further bolstered by the first installment of a three-year grant from the Barr Foundation. These funds specifically focused on arts-related collaborative workspaces.

Through the first two statewide rounds, 53 organizations (23 approved for \$952,725 in FY17, and 30 approved for \$1,986,219 in FY18) were approved for funding totaling \$2,938,944. Taken together, the pilot Gateway City rounds and the first two statewide rounds have resulted in 77 approvals totaling \$4,388,744.

In FY18, applicants applied for either matching seed grants of up to \$25,000 for predevelopment costs related to the development or feasibility analysis of new or forming spaces, or matching fit-out grants of up to \$250,000 for capital costs to buildout, equip, or furnish more established spaces to enable them to meet the needs of their membership bases.

**In their annual surveys, these spaces have shared with MassDevelopment some big successes:**

- **Inc.Ubate**, a start-up coworking space in Winthrop that has received both a seed and fit-out grant through the program, has grown from zero to 28 members from its opening in March 2018 through June 30, 2018.
- **WorcShop** in Worcester has nearly doubled its membership from 70 to 130 after a grant allowed it to expand capacity to support art, innovation, and creativity with facility upgrades and new equipment.
- At **Stockpot Malden**, three food-related businesses were able to nearly double sales volumes and hire 20 new employees after grant funding allowed a significant expansion of the facility.



- **Revolution Factory** in Maynard has incubated businesses in its grant-funded facility. After growing rapidly, three of these businesses then moved into their own spaces within the same Mill & Main complex as the coworking space.

- At **Fairmount Innovation Lab** in Dorchester, one member specializing in photography connected with a PR agency through a mentorship network offered by the coworking space. The PR agency helped the photographer land a profile in the Boston Globe about understanding Haiti through photography. The feature caught the eye of a leading ad agency that after viewing his Instagram feed full of photos taken at the Fairmount Innovation Lab, hired him to be a staff photographer.

On the whole, the annual surveys from grantees report that the collaborative workspace program has activated a total of 142,520 new square feet of working space, with 7,305 members and users benefiting from these built-out and equipped facilities. These spaces are continuously adding new programming and seeking out local connections and partnerships with other regional innovation - and entrepreneurial-focused stakeholders to provide additional resources to their membership bases.

In FY18, MassDevelopment also engaged Workbar to develop a needs assessment tool to gauge the progress and capacity of coworking spaces. This tool was utilized to specifically evaluate fit-out grantees from the FY17 round of the program, and will be used by MassDevelopment going forward as a means of continued engagement and measurement of the program's impact to inform programmatic decisions.

A third statewide competitive funding round was announced in June 2018 and will be detailed in the FY19 annual report.



WorcShop, Worcester



Revolution Factory, Maynard



# FY18 FIT-OUT GRANTS

## The Artisan's Asylum, Somerville - \$57,242

The Artisan's Asylum is a community workshop and one of the world's largest and most prominent makerspaces. Beyond its shops, tools, classes, and workspace is a community dedicated to inspiring and enabling individuals to create the things they imagine. The grant will be used to update aging tools within the workshop.

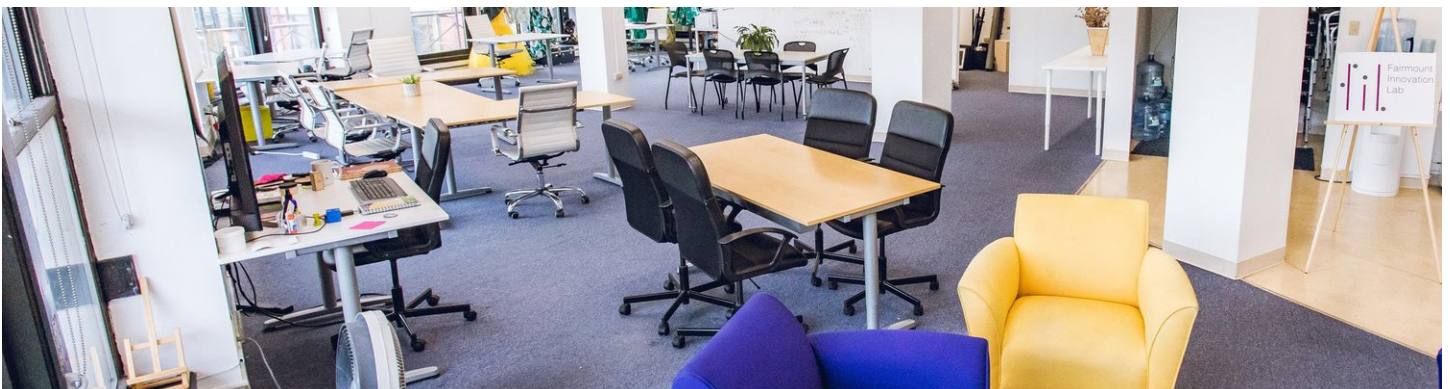


## Business Innovation Center, Fall River - \$85,000

The Business Innovation Center is an incubator office, education center, makerspace, and coworking space in downtown Fall River. The Center currently houses coworking spaces; private and shared offices and meeting rooms; and a makerspace with 3D printing, multimedia production, and other technology for building prototypes and experimenting with new ideas. The grant will fund needed improvements, including making the building handicapped accessible, creating a large open workspace, adding a food service area, and improving access to the makerspace section.

## Fairmount Innovation Lab, Boston - \$ 85,000

The Fairmount Innovation Lab (FIL) is a cross-sector incubator, accelerator, and collaborative workspace for launching and growing creative enterprises along the Fairmount Indigo corridor and adjacent communities. FIL will use the requested Fit-Out Grant to develop and equip 3,050 square feet to provide innovative community entrepreneurs and artists with collaborative space for working, gathering, and developing their ideas into sustainable enterprises.



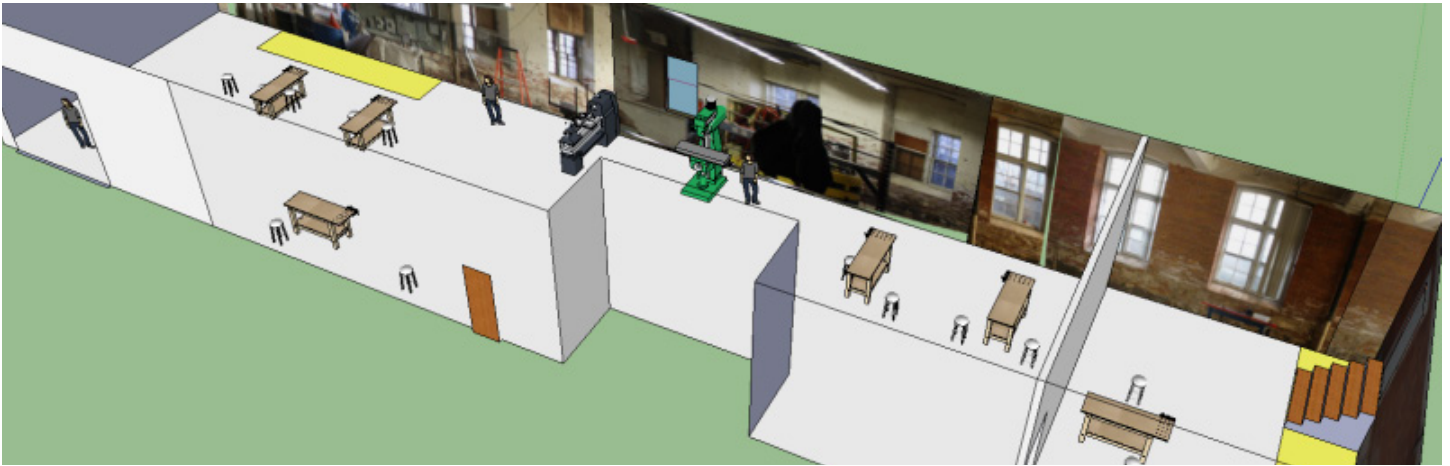
### FPAC Space, Boston - \$151,000

The Fort Point Arts Community (FPAC) is planning to create FPAC Space, a collaborative arts incubator and venue for film, new media, music, fine art, dance, poetry, and craft programming. The grant will be used to fund state-of-the-art digital media, video, and AV equipment; lighting and signage; and the millwork and cabinetry needed for the arts and crafts items for sale.

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### Framingham Makerspace, Framingham - \$101,017

Framingham Makerspace explores the intersection of art, technology, and community by providing space, equipment, classes, and a supportive community. The makerspace will use the grant to expand its existing space by 3,000 square feet, to feature eight studio spaces for artists and entrepreneurs and an expanded shop area.



### Gateway City Arts, Holyoke - \$165,000

Gateway City Arts provides cowork facilities and networking opportunities for artists, artisans, and small-business entrepreneurs through memberships and flexible use of facilities including cubicles, retail and office space, commercial kitchen, woodworking shop, and ceramics studio. The grant will be used to increase accessibility and flexibility by replacing the current freight elevator with an ADA-compliant passenger elevator.

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### Greenspace CoWork, Greenfield - \$101,782

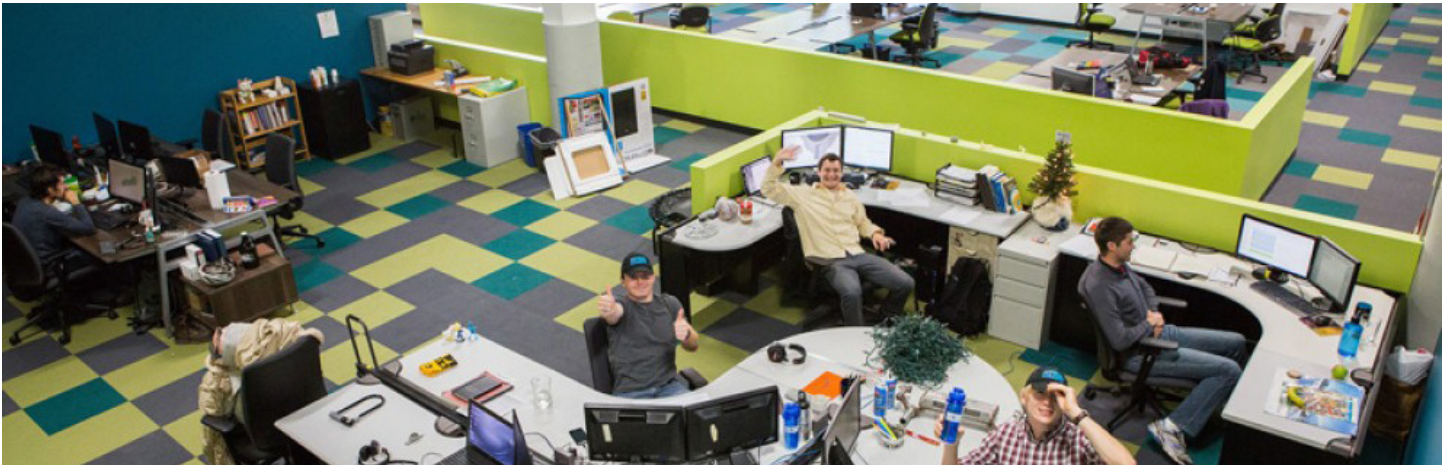
Located in the heart of downtown Greenfield, on the third floor of the Hawks & Reed building, Greenspace CoWork is creating a local hub for innovation, collaboration, and workforce development. The grant will allow Greenspace to fund and implement the project's second and final phase of design and construction. The work includes interior construction, office furniture, AV equipment, and other installations and furnishings such as lighting and architecture fees for design and permitting support.





### **Greentown Labs Wet Lab, Global Center for Cleantech Innovation, Somerville - \$100,000**

Greentown Labs is the largest cleantech start-up incubator in the United States. The grant helped fund Greentown's new wet lab, a project within Greentown Labs recent expansion project that will fill a key gap in Massachusetts' cleantech ecosystem. The 24-bench wet lab will support cleantech companies working in water, advanced materials, and green chemistry.



### **Inc.ubate CoWorking, Winthrop - \$100,000**

Inc.ubate CoWorking provides a new and better way to work in a comfortable, convenient, professional setting. The space blends an old New England coastal tradition with modern technology and a forward-thinking, innovative mindset. Here, entrepreneurs, remote-workers, freelancers, start-ups and small businesses come together under one roof to work, network, educate and collaborate. This grant will fund construction costs associated with the space.

### **LaunchSpace, Orange - \$250,000**

LaunchSpace will use grant proceeds to renovate and equip an empty industrial space within the Orange Innovation Center. Renovations include insulation, an HVAC system, new windows, and a revamped electrical system increasing the overall functionality of the space.



### **Maker Innovation Lab Lawrence (The MILL), Lawrence - \$18,500**

The Maker Innovation Lab Lawrence (The MILL) proposed to drive the growth of small, independent manufacturing businesses by providing access to machinery, equipment, experience, and a collaborative community. This grant funding allows The MILL to buy new equipment for its textile design lab, install a member key-card system, and build-out its darkroom.

### **Makerspace Urban Artists-in-Residence, Brockton - \$26,314**

Located in the heart of downtown Brockton, Fuller Craft Museum's Makerspace will be a hub of artistic exploration and community experiences with the arts. This 1,568-square-foot facility will bring youth programming, workshops, open studios, and gallery talks to the heart of the Brockton community. Led by artists-in-residence, these programs will encourage the exploration of craft and offer a unique and vibrant experience for the public.

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### **MassDiGI New Ventures Center, Worcester - \$35,000**

The MassDiGI New Ventures Center, located at Becker College, is a community-facing business assistance center and incubation laboratory for students and novice entrepreneurs. The Center functions as a virtual incubation host for interactive media, game development, and technology-centric undergraduate and graduate students and novice entrepreneurs from across the state. This grant will be used to create the first-ever augmented and virtual reality lab of its kind in central Massachusetts.



### **Movement Union Studio, Lawrence - \$44,825**

Movement Union Studio is an arts studio space available to rent at an affordable rate by dancers, fitness professionals, cultural groups, and movers of all kinds for classes and events. The space is run cooperatively, with shared equipment, schedules, marketing, and contacts. Movement Union Studio will use this grant for the fit-out of the space, including flooring, windows, and equipment.

### **Pioneer Valley Game Developers (The Dev), Greenfield - \$33,000**

The Pioneer Valley Game Developer co-working space, or "The Dev", is designed specifically for small and independent game studios looking to share a space with other game developers in the western Massachusetts and southern Vermont regions. Much of the funding for the equipment and the lease will be covered by HitPoint Inc., which is spearheading the establishment of the space and will be its initial tenant. The grant will be used for additional equipment.

### **Quaboag Community Kiln and Art Works, Ware - \$75,000**

Quaboag Community Kiln and Art Works is a makerspace, gallery, network, and training space for local potters, artists, and crafts people. This grant will help the space expand to include an artisan gallery and storefront, shared professional space with broadband service, and a workshop for the production of sculpture and pottery.

### **The Revolution Factory, Maynard - \$102,000**

The Revolution Factory supports start-ups, small businesses, independent professionals, and corporate innovators. The Revolution Factory is building out a new space at Mill & Main, and will use this grant to fit-out, equip, and transform this expanded space to grow its collaboration and innovation memberships, innovations labs and programming, and entrepreneurial and workforce training.



### **SPARK, Holyoke - \$64,545**

SPARK coworkspace is an affordable and flexible space for new startups, aspiring entrepreneurs, and business professionals to grow their businesses and meet new people in an exciting environment that encourages innovation and collaboration. This grant will allow SPARK to improve accessibility, make minor cosmetic enhancements, and update technology.

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### **Technocopia, Worcester - \$85,808**

Technocopia is a nonprofit, membership-based, 10,000-square-foot maker and workspace, with rental bays and a variety of tools for artisans to use. Technocopia offers training and holds workshops in its wood shop, classroom and computer lab, digital fabrication shop, glass shop, design studio, and metal shop. This grant will help fund new the development of new workspaces, expand community outreach, and increase class offerings.



### **The Village Works, Brookline - \$10,000**

The Village Works is a neighborhood workspace in Brookline Village. The coworking space serves members and the broader community with meeting and event space for collaboration, community building, and public events. This grant will help fund soundproofing and audio-visual equipment.



### **Worcester Idea Lab, Worcester - \$104,275**

Located in both downtown Worcester's Theatre District and the Transformative Development Initiative district, the Worcester Idea Lab Collaborative Workspace and Innovation Program seeks to connect entrepreneurs and community members to resources that help them succeed. This grant will enhance the Worcester Idea Lab's offerings and improve member access with additional classroom space.



# FY18 SEED GRANTS

## **Bartlett Station Food Retail Incubator, Boston - \$25,000**

Nuestra Comunidad Development Corporation is developing Bartlett Station Food Incubator, a 2,000-square-foot food retail incubator within a mixed-use building under construction in Boston's Dudley Square. The space will address the neighborhood's need to connect micro-businesses to affordable space and provide them with networked support. This grant will assist Nuestra Comunidad with architectural design costs for the space.

## **City Pop, North Adams - \$3,000**

City Pop is a food-oriented business incubator that will support food entrepreneurs with a commercial kitchen space, mentorship, investment capital, and direct-to-consumer sales. This grant will fund an engineering study to design a kitchen hood exhaust system for the space, which is located in a historic building on Main Street in North Adams.

## **The Colab@Arlington, Arlington - \$25,000**

The CoLab@Arlington will offer a modern, hands-on learning environment through collaborative STEAM-based programs for students, parents, teachers, administrators, education technology providers, and the community at large; and an incubator that will provide a unique and supportive working environment for EdTech entrepreneurs. The grant will fund a feasibility study for the facility.

## **Make-It Springfield, Springfield - \$25,000**

Make-It Springfield is a community-run workshop space for local makers, artisans, crafters, entrepreneurs, programmers, students, doers, and enthusiasts to share their skill-sets. Located in the city's Transformative Development Initiative district, Make-It Springfield is a place for community members of all backgrounds to learn new skills and build relationships. This grant will fund a feasibility study for securing new space for a workshop that would allow for activities like woodworking, metal fabrication, coding, and printmaking.

## **NewVue Communities, Fitchburg - \$25,000**

NewVue Communities, sponsor of the Fitchburg Arts Community, will use this grant to conduct a feasibility analysis that will help shape amenities and programming for a planned artist community and downtown arts campus. Artist community cohesion will be reinforced with public art, gallery and studio space, and a landscape plan that knits the entire site together by creating an arts campus connecting the Fitchburg Art Museum to downtown Fitchburg.

# APPROVED PROJECTS

Fiscal Year 2018

Project	Community	Investment
The CoLab@Arlington	Arlington	\$25,000
Bartlett Station Food Retail Incubator	Boston	\$25,000
Fairmount Innovation Lab	Boston	\$85,000
FPAC Space	Boston	\$151,000
Fuller Craft Museum	Brockton	\$26,314
The Village Works	Brookline	\$10,000
*Easthampton Co.Lab	Easthampton	\$5,700
Business Innovation Center	Fall River	\$85,000
NewVue Communities	Fitchburg	\$25,000
Framingham Makerspace	Framingham	\$101,017
Another Castle	Greenfield	\$33,000
Greenspace CoWork	Greenfield	\$101,782
Gateway City Arts	Holyoke	\$165,000
SPARK	Holyoke	\$64,545
The MILL	Lawrence	\$18,500
Movement Union Studio	Lawrence	\$44,825
The Revolution Factory	Maynard	\$102,000
City Pop	North Adams	\$3,000
*Cloud85 Co-Working Space	North Adams	\$5,600
*Martha's Vineyard Co-Creative Space at Featherstone Center for the Arts	Oak Bluffs	\$15,000
LaunchSpace	Orange	\$250,000
Artisan's Asylum	Somerville	\$57,242
Greentown Labs	Somerville	\$100,000
*Nibble Kitchen	Somerville	\$61,610
Make-It Springfield	Springfield	\$25,000
Quaboag Community Kiln and Art Works	Ware	\$75,000
Inc.ubate CoWorking	Winthrop	\$100,000
MassDiGI New Ventures Center	Worcester	\$35,000
Action! Worcester	Worcester	\$104,275
Technocopia	Worcester	\$85,808
		<b>\$1,986,219</b>

\*Approved but did not close on funding.



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