







APPENDIX 1: Examples across Kent

Name	Location	Description	Charging	Flexibility	Level of Success	Web Link	Image
The Factory Floor	Folkestone	<p>Hot desking or permanent desk space in an open plan environment, including:</p> <ul style="list-style-type: none"> • Huge internet capacity and speed (500 MBPs 21cn BT fibre link) • Voice Over IP phone platform for cost effective calls • Deals for parking • Guaranteed free invites to monthly mentor events • Meeting room access (discounted rate) • Free lending-finance consultation • Free 1hr accountants consultation • Free 1/2hr solicitors consultation • Free 1hr marketing consultation • Introduction to Panel Business Banks • Free business planning consultation with approved local adviser • Unlimited tea and coffee 	£30 per week introductory offer (unclear after that)	Workspace reserved for solely flexible contracts	Relatively successful – was at 75% occupied recently. Issue has been availability of parking.	http://www.thefactoryfloorfolkestone.co.uk/home	
Regus	Kings Hill	A private, shared or open plan workspace with 24 hour access. A fully-equipped office space with the latest technology. Dedicated specialist support as well as business lounges, meeting rooms and video conferencing facilities.	One bill with all charges included	Can choose full or part time space for as short or long as needed.	High – only small amount of space available	http://www.regus.co.uk/locations/office-space/west-malling-kings-hill	
The Fruitworks	Canterbury	Geared towards creative/tech start-ups. 2,000 sq ft Victorian warehouse refurbished into co-working space with 20+ desks available on a hot-desking or resident basis. Access to superfast wi-fi, fully stocked beer fridge, pool table, ping-pong table and a 100" gaming screen. Also meeting room for 4-6 people.	£60 per month for 2 days a week access, going up to £200 per month for unlimited access. (£144 per year if only using it as a virtual office)	No deposit or contract, just a month to month membership	High – currently has 62 members.	http://fruitworks.co/	

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Churchill Square Business Centre	Kings Hill	<p>Individual offices geared towards established small businesses with the following additional support.</p> <ul style="list-style-type: none"> • Telephone answering • Administrative support • Hi-Speed Internet • AV equipment available to hire • Meeting and conference facilities • Reception services • Buildings excellently maintained • Printing and postal services <p>NB No hot desking facility offered.</p>	Starting from £285 per month	Monthly terms on easy-in easy-out licences or longer as required	Successful – currently 3 small offices available.	http://www.capitalspace.co.uk/Kings-Hill/Churchill-Square-Business-Centre	
Riverside Business Centre	Tonbridge	49 small individual offices with uncontended broadband access, communal kitchen, shower facilities, staffed reception, IT support and 24/7 access to the building.	Start from £370 per month	Flexible licence agreements	Fully Occupied	http://www.riversidebusinesscentre.co.uk/	
Business Terrace	Maidstone	<p>A mixture of hot-desking and office space in Maidstone Town Centre.</p> <p>“With its business-lounge atmosphere and 100MB Wi-Fi throughout, The Business Terrace provides a dynamic, inspiring and highly supportive environment where you can chat, connect and collaborate comfortably in a relaxed, professional environment over a great cup of coffee”</p>	<p>Offices</p> <p>2 person office - £210 per month</p> <p>3 person office - £390 per month</p> <p>4 person office - £672 per month</p> <p>Hot-desking</p> <p>£48 per month for 30 hours</p> <p>£75 per month for 50 hours (& 2 hours of meeting room)</p> <p>£144 per month for 100 hours (& 5 hours of meeting room)</p> <p>£195 per month - unlimited use.</p>	Easy in, Easy out terms and no long contracts.	Fully occupied	https://www.businessinmaidstone.co.uk/the-business-terrace/	

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Conclusions from Comparators:

- Fully inclusive pricing structure simplifies costs.
- Short term contracts/licence arrangements allow for flexibility.
- Many offer up a range of space
- Scope for offering a less expensive/less resource intensive (for TMBC) venue for start-ups – many offer admin support, but for such a small venue this would be uneconomical.
- High quality broadband is a strong selling point.

Advantages as a business hub:

- Location (good rental levels achieved in the area and image of Kings Hill)
- Parking is available (could be priced into the rental)
- Business Address