

Camden Workspace Presentation

Wednesday, January 10, 2018

Camden-Rockport School Board

Camden Opera House

Michael Mullins

Asset Manager, **Mullins Management**
Executive Director, **Lean Startup Challenge**
Founder, **RE|Work Real Estate Coworking**

2000 UMiami BBA Finance

2004 MIT SM Real Estate Development

2010 Startup Leadership Fellow & Program Lead

2011 Lean Startup Challenge Co-Founder

2014 Chicago Booth MBA

Twitter: **@Mullins01**







Tennyson Quarry, 215 Cedar Street



Tennyson Quarry, 215 Cedar Street



Cranesport Garage, 100 Mt. Battie Street

@mullins01

Entrepreneurship



Startup
Leadership
PROGRAM

Startup Leadership

Global Accelerator for Startup Founders

Fellow, 2010

Program Leader 2011

Class of 25 Boston Area Entrepreneurs

Developed materials on Lean

Education

Financial Models

Legal and Intellectual Property

Customer Development





LEANSTARTUP CHALLENGE

[ABOUT](#)[CONTEST](#)[BLOG](#)[UPDATES](#)[CONTACT](#)

Build a Better Startup

New early-stage
business competition
coming in July!

[Sign up Now](#)

ON THE BLOG

The Kickoff Weekend You Don't Want To Miss

Posted 16:40PM on July 13 2011

Sure, the beaches of New England may be calling your name this weekend but the Lean Startup Challenge kickoff is surely an event you don't want to miss. Following on the success of our co-founder dating event Monday, the Kickoff Weekend will take place this weekend.

Whether you are a Lean Startup Challenge contestant, entrepreneur, aspiring entrepreneur, or general startup

HOSTED BY



Lean Startup Challenge Events

@m July 13 (Wed) - "Why Lean

**\$1,000
Prize**

**Kickoff
Weekend**
July 15 - 16

Contest Begins
July 16th

**Award
Ceremony**
August 31st

ORGANIZERS



Michael Mullins
Executive Director



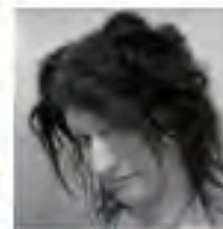
Sidd Goyal
Founder



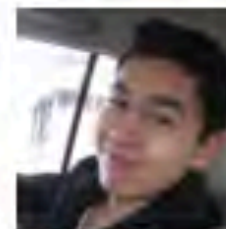
Parul Singh
Founder



Vineet Sinha
Organizer



Abby Fichtner
Organizer



Ray Hallare
Events



Michael Galbo
Sponsorships



Alex Fallon
Marketing



Joyce Fong
Marketing



Karina Aguirre
Social Media



James O'Connor
Events



Swagata Chakrabarti
Sponsorships



Alex Cook
Events



Adam Fullerton
Events



Chris Myles
Speakers

Lean Startup Challenge

Startup Competition Based on Lean Principles

Founder

Executive Director (2011-2013)

40 Startup Companies competed for Prizes and Recognition

Education

Business Model Canvas

Lean Startups

Customer Development

What Drives You?

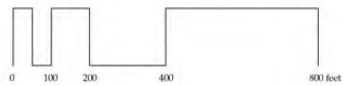


Batteries Not Included, 1987





The Kentlands, Maryland



SCALE: 1" = 100 feet



WINSLOW MAINE

MULLINS PROPERTY

Muster Square, Winslow

IMAI KELLER MOORE ARCHITECTS
WATERTOWN MA

B. DENNIS TOWN DESIGN
PROVIDENCE RI

RE | WORK

REAL ESTATE COWORKING





Dublin School

NS

ACADEMICS

ARTS

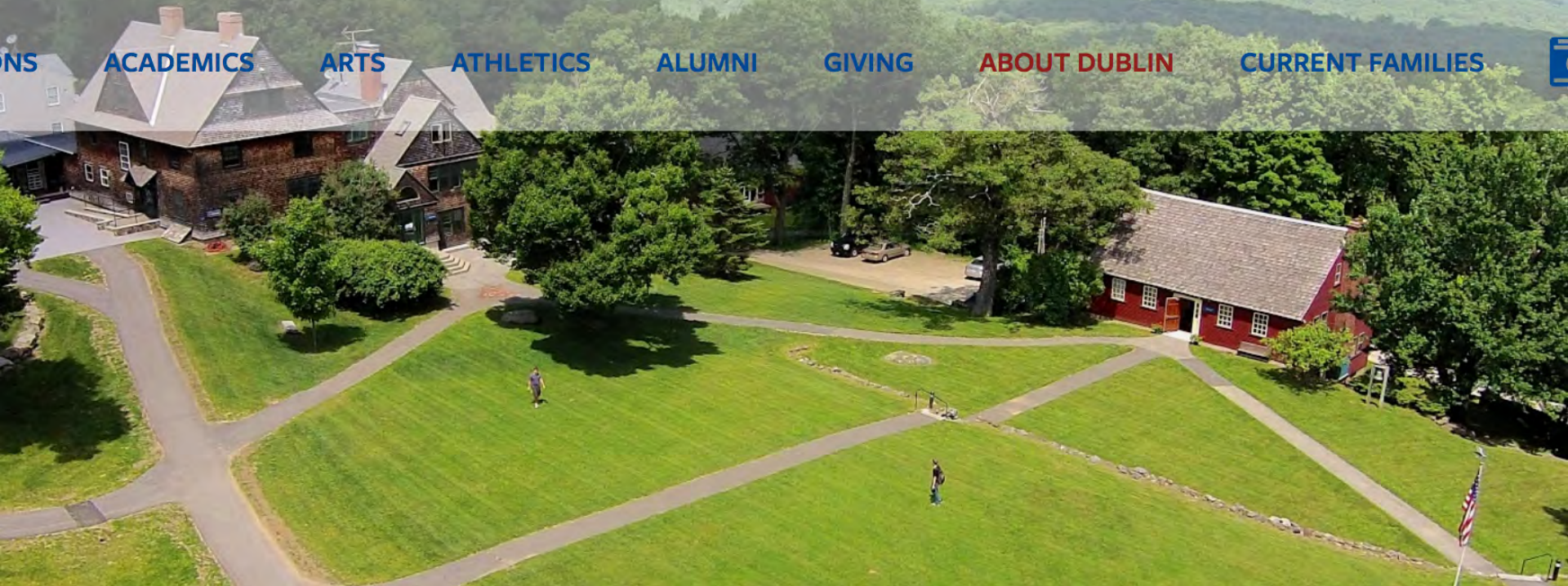
ATHLETICS

ALUMNI

GIVING

ABOUT DUBLIN

CURRENT FAMILIES





Dublin School

Private Boarding and Day School in Dublin, NH

Served for 12 Years (2005-2017)

Chair of Buildings and Ground

Chair of Master Planning Committee
(2009 & 2015)

Board Vice President

THE DUBLIN SCHOOL
DUBLIN NEW HAMPSHIRE

DRAFT MASTER PLAN

JUNE 2008

IMAI KELLER MOORE ARCHITECTS



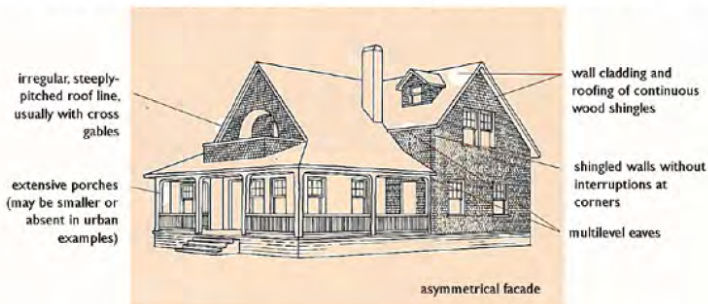
Architecture at the Dublin School

In addition to the contextual styles of the Town (many of the School's structures were existing buildings in the neighborhood that were acquired over time), the Dublin School has a distinctive style of its own. The building forms themselves are a result of the acquired residential properties that now comprise the campus and the similarly-scaled structures more recently built that have been limited in size by the sloping topography.

Colonial Rustic: The Dublin School shares the particular early American notion that education be in the midst of nature and of rustic character. The early Schoolhouse Building (now the Admissions Office) is designed along these lines. The "edificium primum", or primal edifice, shown below is a typical example of the notion of educational purity in the context of the purity of nature.



Shingle Style: Dublin School, however is also comprised of several large residential structures (Lehmann Hall, Hill House, Corner House) that create a contextual architecture for the school (along with several other large residences in the area). Lehmann Hall is the most prominent of these because of both its size and scale as well as its position on the large open green that is the center of the campus. Its architectural style is Shingle Style with a few nods to American Craftsman, and subsequent additions to Lehmann Hall help to reinforce this design. Hill House and the tower addition to the Wing and Hollow Dorm also reinforce this style with their shingle materials and roof forms. The Arts Building (AB) and the Hoyt-Horner Dorm continue the use of shingle as a facing material (without the steeply sloping roof forms of the architectural style) and thus establish shingles as the dominant campus building material.



Elements of the Shingle Style (from *Field Guide to American Houses*).

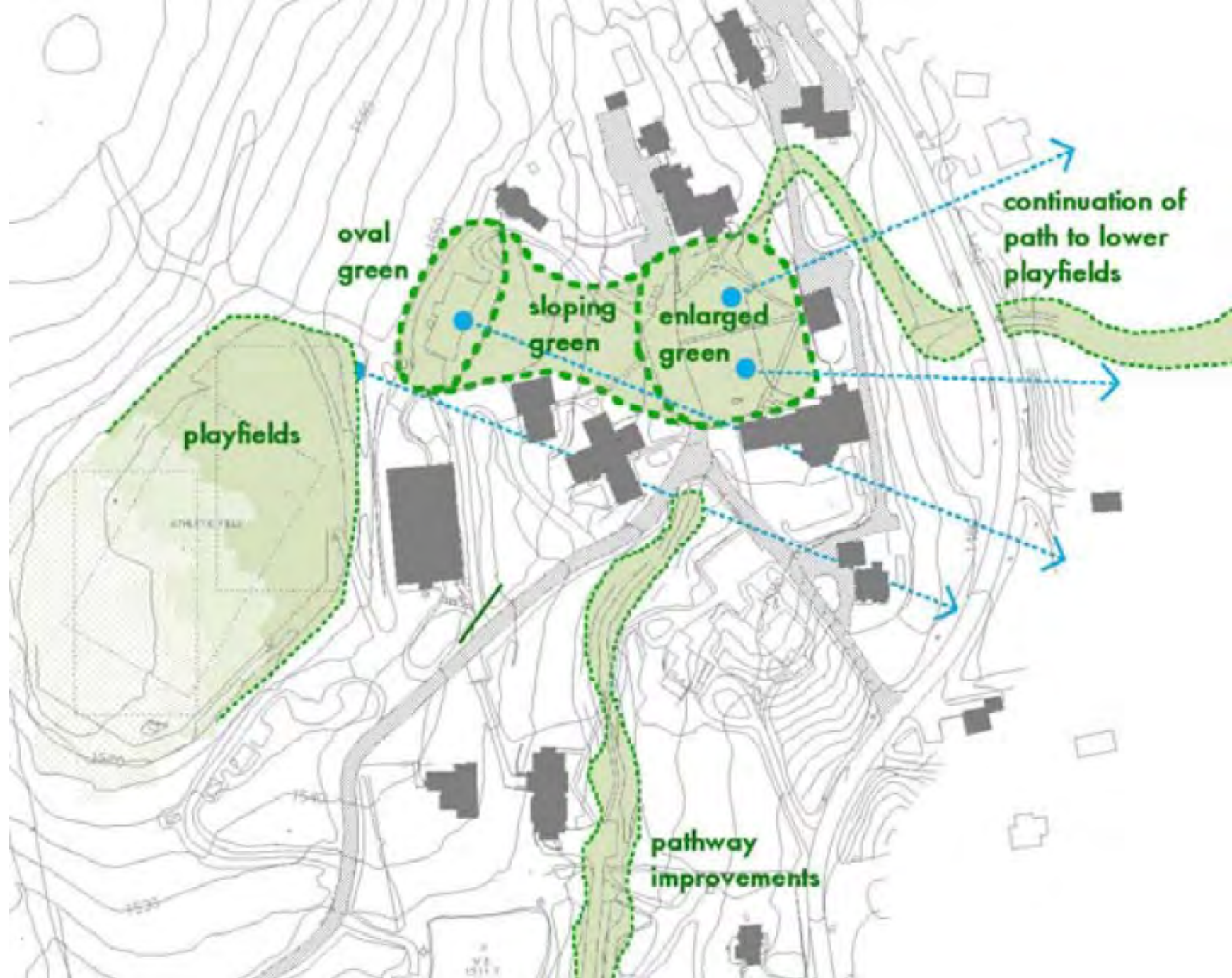


Elements of the Shingle Style (counter-clockwise from above): Lehmann Hall, view from the green, Arts Building, neighborhood residence in the shingle style.



Farm Architecture: A third style of architecture on campus is one of rural utility. The Wood Shop and Facilities Building is a good example of this as well as several storage and utility sheds on campus, including the former wood shed at Lehmann Hall. The simple modesty of these structures allows them to blend well with all of the present styles on campus while speaking to the agricultural and work traditions of the region.









Camden Workspace L3C

Low Profit Corporation

Memberships

Wood shop, Metal shop, Coworking, CSR, Fiber Arts

Education

Fundamentals Courses

Entrepreneurship

Junior Programs

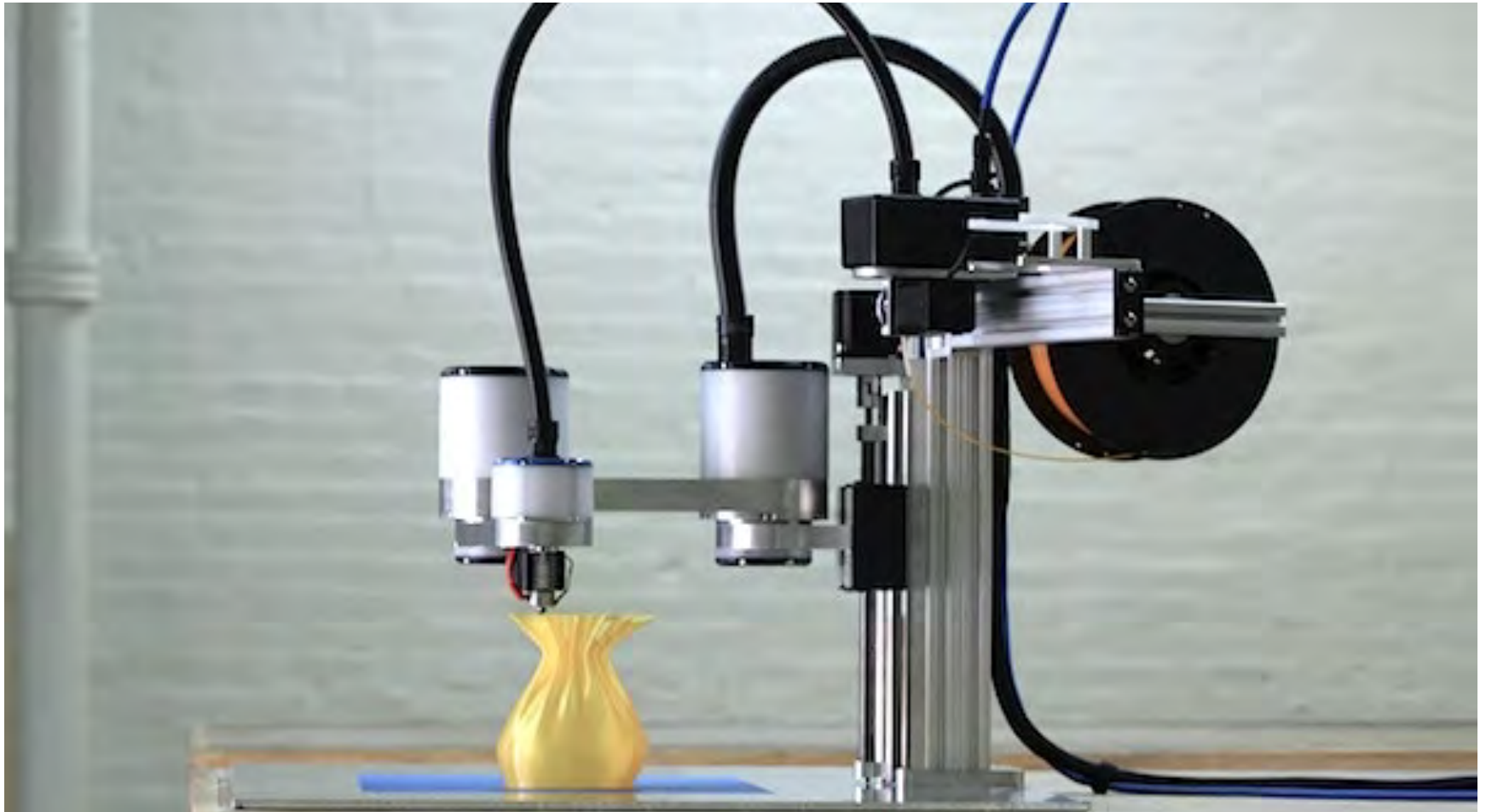
Project Storage



Workshops



Computer, Solar & Robotics



Educational Programs



Junior Workshop



Junior CSR



Piper Computer Kit

Piper is a DIY computer kit that helps kids learn engineering, demystify technology and develop confidence hands-on.



Elenco

Snap Circuits Jr. SC-100 Electronics Discovery Kit

★★★★★ 5,568 customer reviews | 189 answered questions

#1 Best Seller in Electronics Kits

List Price: \$34.99

Price: **\$17.50** ✓prime

You Save: **\$17.49 (50%)**

In Stock.

Arrives before Christmas.

Want it Saturday, Dec. 16? Order within **4 hrs 54 mins** and choose **Two-Day Shipping** at checkout. [Details](#)

Ships from and sold by Amazon.com. Gift-wrap available.

Product Packaging: **Standard Packaging**

@mullins01

Junior Take it Apart



Repair Cafe

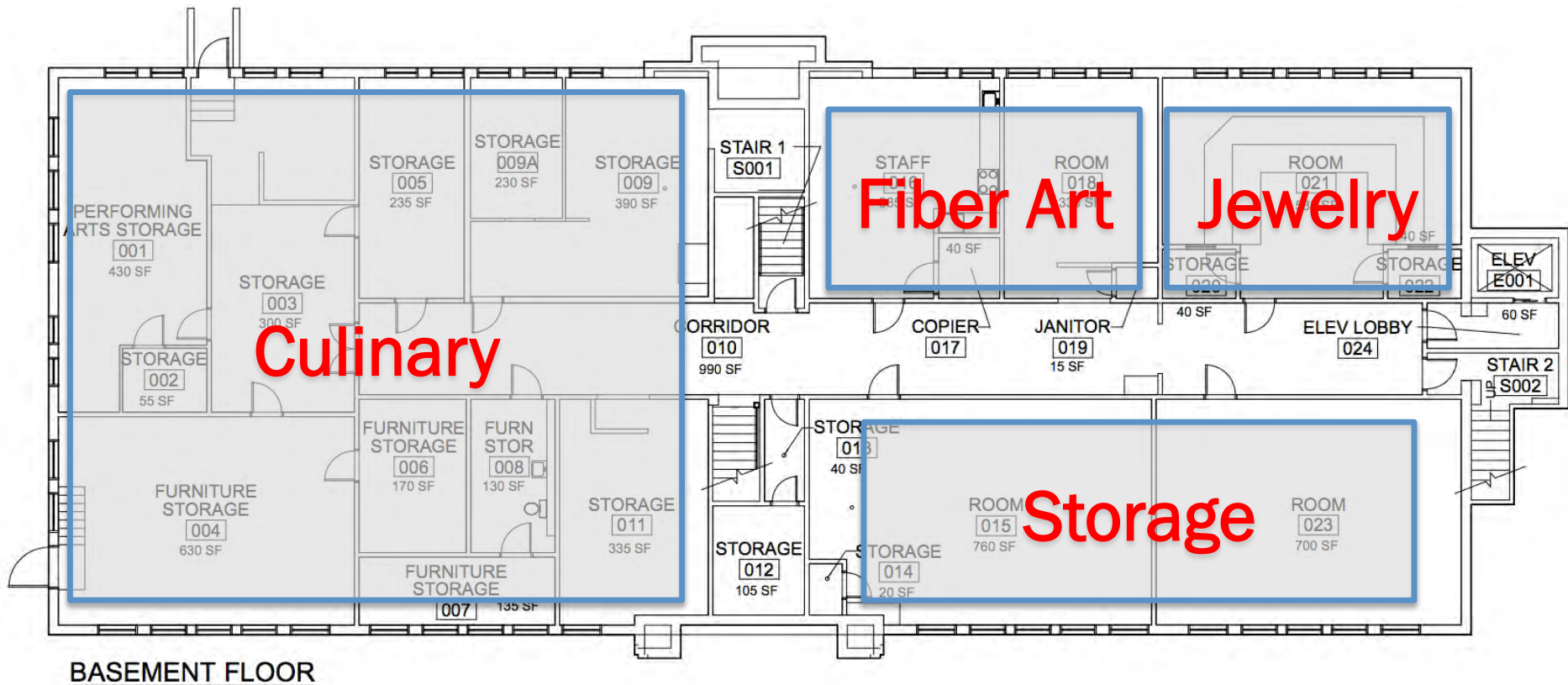


Lateral Learning

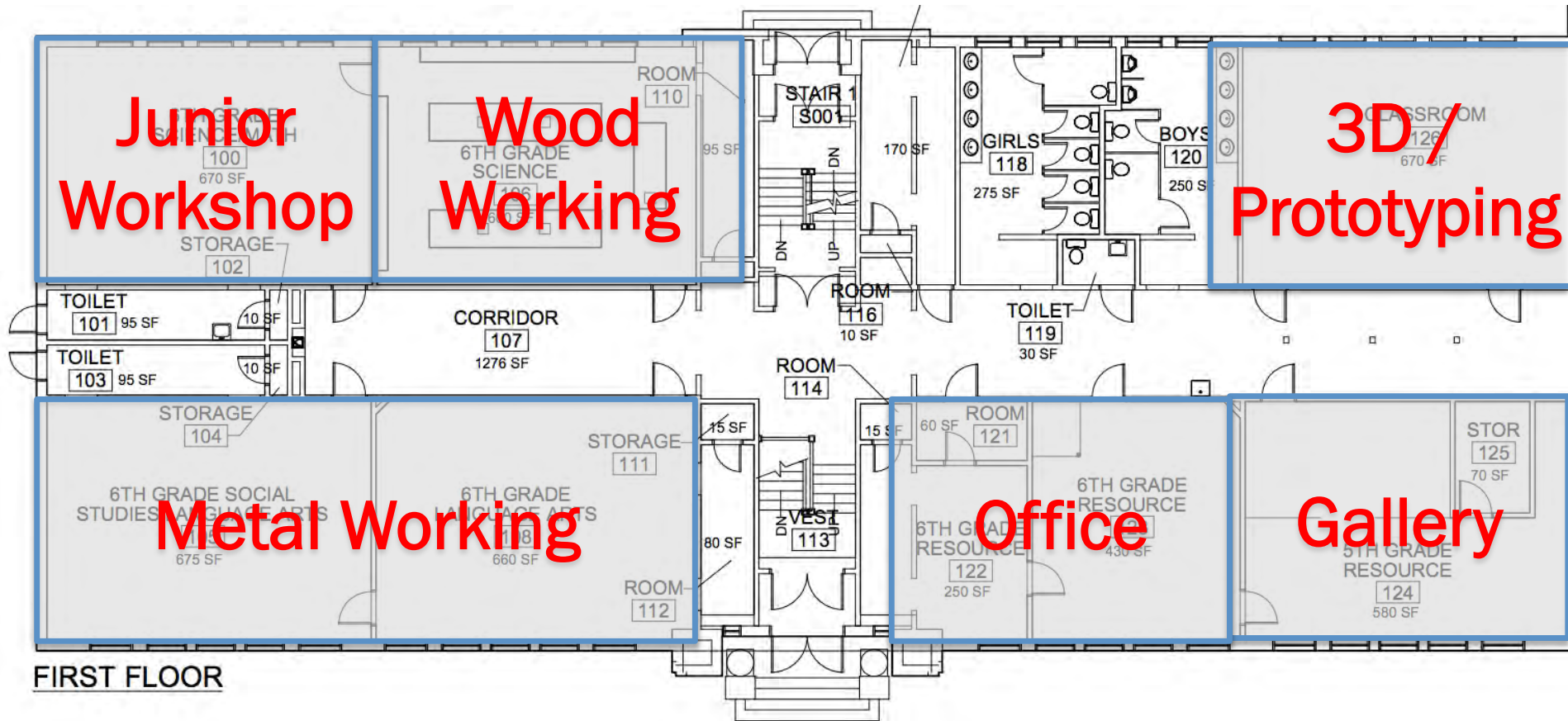


Educational Programs

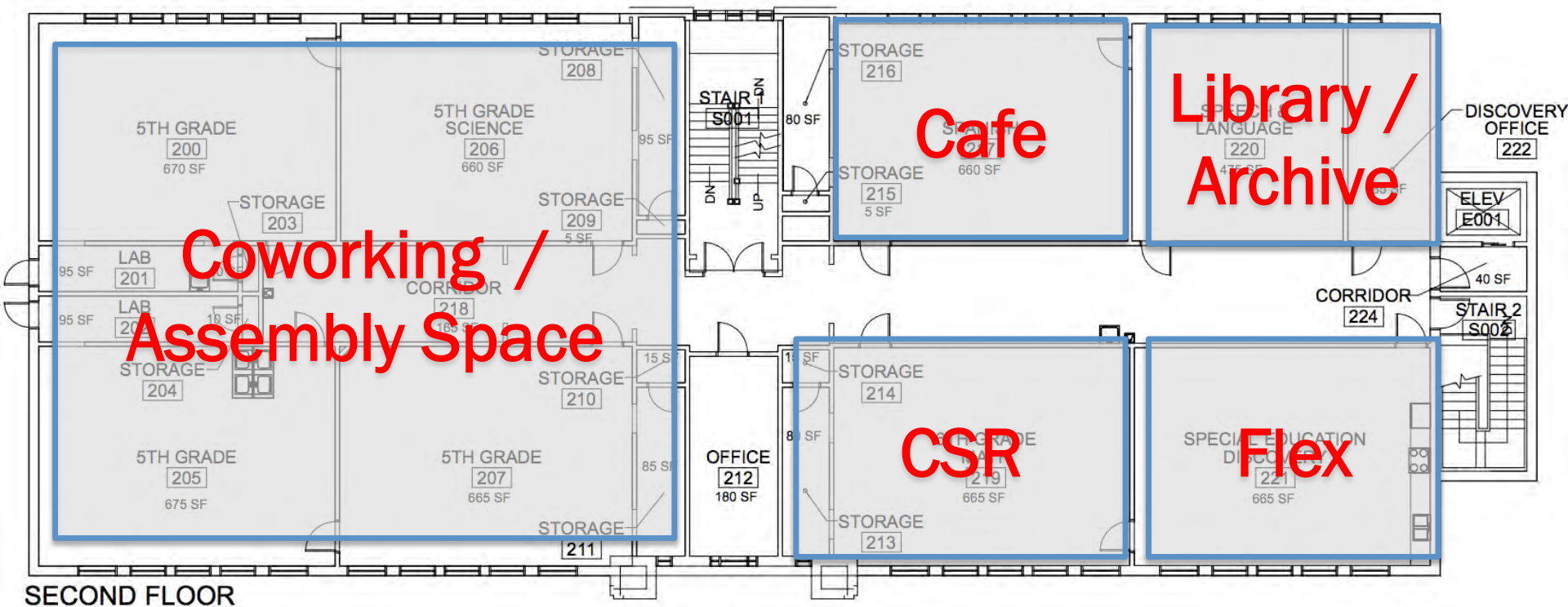
- Basic Workshop Safety Training (Required)
- Individual Equipment Safety Training (Required)
- Fundamentals of Metalworking
- Fundamentals of Woodworking
- Fundamentals of Computer Science / Electrical Engineering
- Fundamentals of Solar Power
- Fundamentals of Automation and Robots
- Fundamentals of Additive Manufacturing
- Fundamentals of Lean Manufacturing
- Entrepreneurship Modules –
 Ideation, Business Model Generation,
 Financial Models, Legal / IP, Customer Development, Fundraising
- Repair Café
- Junior Woodworking
- Junior Metalworking
- Junior CSR (Circuits, Solar, Robotics/Automation)
- Junior TIA (Take It Apart)



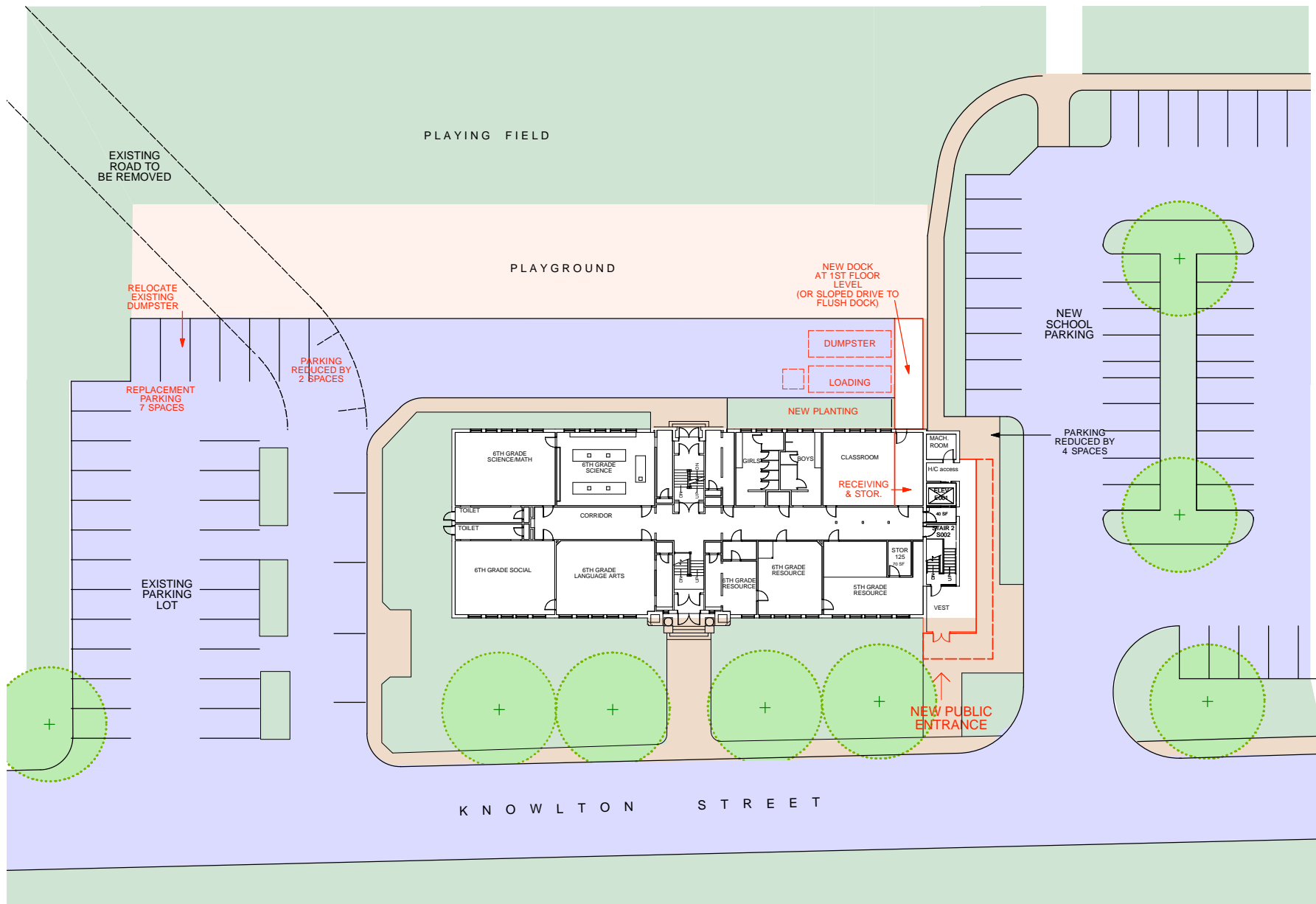
BASEMENT FLOOR



FIRST FLOOR



SECOND FLOOR



PLAYGROUND

NEW DOCK
AT 1ST FLOOR
LEVEL
(OR SLOPED DRIVE TO
FLUSH DOCK)

DUMPSTER

LOADING

NEW PLANTING

PARKING
REDUCED BY
2 SPACES

6TH GRADE
SCIENCE/MATH

6TH GRADE
SCIENCE

GIRLS

BOYS

CLASSROOM

MACH. ROOM

H/C access

RECEIVING
& STOR.

ELEV
E061

40 SF

STAIR 2
S002

TOILET

TOILET

CORRIDOR

6TH GRADE SOCIAL

6TH GRADE
LANGUAGE ARTS

6TH GRADE
RESOURCE

6TH GRADE
RESOURCE

STOR
125
70 SF

5TH GRADE
RESOURCE

VEST

NEW PUBLIC
ENTRANCE

K N O W L T O N S T R E E T



CAMDEN WORKSPACE
EXISTING MET BUILDING

JANUARY 2018

Scope of Work - 2020

HVAC: Pellet Fired Boiler using existing Hydronic Heat

Electrical: New Service to Main Panel

Removal of Selected Partitions

Program Needs - 2020

FF&E for Primary Workshops / Coworking

Construction of Entry Vestibule and Loading Area

IT & Administrative

Governance

Low Profit Corporation

Maine Workspace, L3C

A Low Profit Limited Liability Corporation

Board of Directors

Founder (Mullins)

Co-Founders (5-10)

At Large Members

Board of Directors

8-10 Local Individuals

Comprised of both L3C members and others

One CEO / Executive Director

Operations

Executive Director

Manager (Full or Part Time)

3-4 Safety Officers

8-12 Docent Volunteers & Instructors

Pricing

Adult:

\$19.95 weekends only

\$29.95 evenings and weekends

\$49.95 unlimited single program

\$99.95 unlimited shop usage

\$29.95 Coworking part time

\$99.95 Coworking unlimited

\$149.95 Dedicated desk

Pricing

Youth:

\$9.95 weekends only

\$19.95 evenings and weekends

\$39.95 unlimited single program

\$49.95 unlimited shop usage

Funding & Business Plan

Membership & Sponsorship

Three Year – Ramp Up

Phasing

Phase I : (2018) Customer Development & Financing

Phase II: (2020) Coworking, Wood and Metal Shops,
Artist Studios,

Phase III: (2020+) Specialty Program Modules

Specialty Modules

Cost Estimates for Specialty Module FF&E

Culinary Arts:	\$150,000
Café:	\$15,000
3D Prototyping:	\$10,000
Jewelry Studio:	\$10,000
CSR:	\$5,000
Fiber Arts:	\$5,000

Suggest School District, Town of Camden, and Developer enter into Tri-Party agreement on Disposition after referendum, Circulated prior to Vote by the Towns.

- . Propose that Developer provide a performance bond for costs to complete work to 'stabilize' MET during demolition.

Recommendations

Risk Mitigation strategies for School Board...

Reasonable Use Limitations by Deed, and by Approval
School to retain Right of First Refusal

Suggest School District, Town of Camden, and
Developer enter into Tri-Party agreement

on Disposition after referendum, Circulated prior to
Vote by the Towns.

- . Propose that Developer provide a performance bond
for costs to complete work to 'stabilize' MET during
demolition.

What Else....?

Economic Development Work

Initiatives on the Development Ecosystem;

Development from the Perspective of Human Rights;

Work on Economics of Land Use Policy & Advocacy

Contact

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e: mullins01@gmail.com

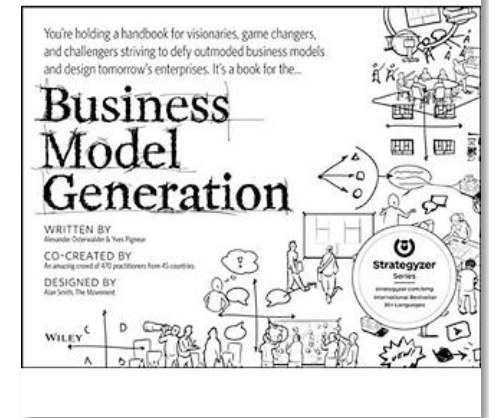
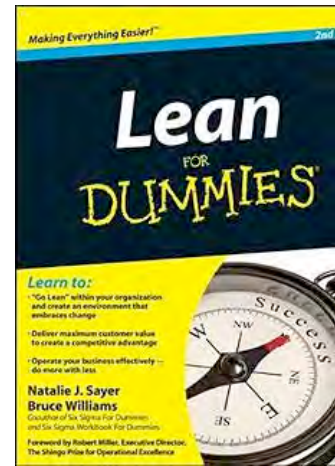
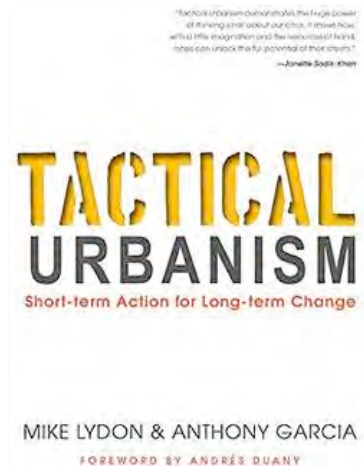
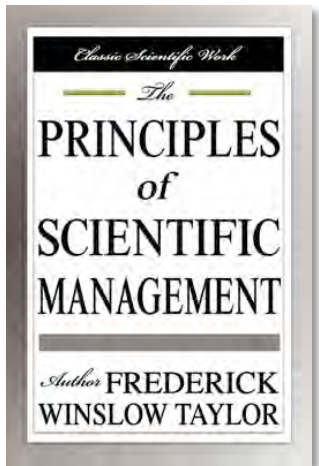
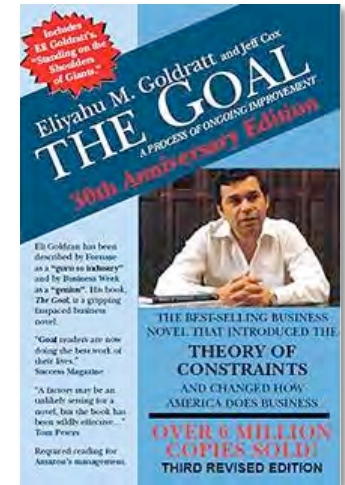
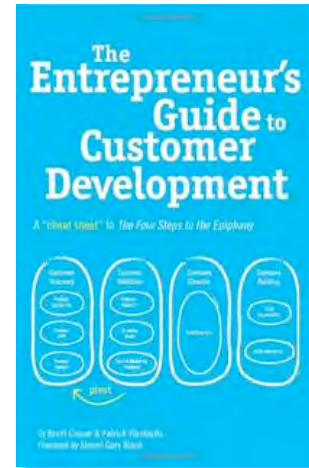
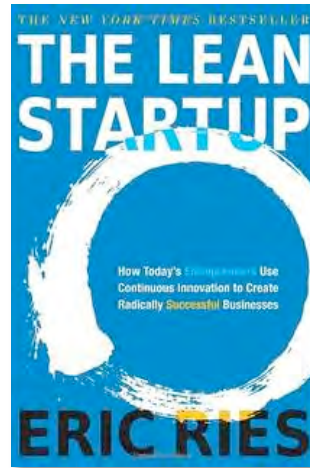
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Recommended Reading



End of Presentation

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