



Uniland celebrates opening of 32,000 s/f HANSA Workspace in Buffalo

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Buffalo, NY Uniland Development Co. has officially opened HANSA, a facility that offers private and shared offices, meeting rooms, a podcast studio and event spaces in the city's downtown area. The 32,000 s/f, two-story space is for comfort and productivity, creatively decorated in industrial chic, and replete with modern amenities that combine to provide "An Elevated Office Experience."

Members and guests can choose from daily passes, a five-pack of passes and monthly memberships for open and dedicated desks, private offices for one to six persons and private suites for up to 20 employees. HANSA also offers the public the opportunity to rent its diverse meeting rooms and special event space by the hour, half-day or day. Strict COVID prevention protocols are in place.

At a time when many employees are working remotely due to the coronavirus, HANSA (pronounced hähn-sä), provides much-needed relief and structure for at-home workers. The bright, airy and colorful space gives professionals many different places in which to work – be it their own rented space or one of the many common areas such as the café, the fireplace lounge, the second story perch, and various seating nooks. HANSA is Latin for "guild," meaning to unite people for a common purpose.

"HANSA's two-level workspace offers:

- Coworking: open, unreserved desks and seats
- Dedicated Desks: a reserved space within our open environment
- Private offices for up to seven people
- Private suites for up to 25 people, including offices and a meeting room (subject to COVID guidelines)
- Meeting rooms for up to 48 attendees (subject to COVID guidelines)

- Special event spaces for up to 230 guests (subject to COVID guidelines)
- Virtual mail services

Carl Montante Jr., HANSA co-founder and Uniland vice president of marketing and strategic initiatives, has been committed to bringing this service to the city. Montante toured similar centers around the country and Toronto, both at larger and peer cities, and saw the strength of creating a local brand rather than franchising with a national one.

“Creating HANSA, working with our outstanding management team, and meeting our new members has been very exciting,” Montante said. “The business community we are creating within HANSA is sorely needed in Buffalo, especially during COVID, and we are proud to be a hands-on business partner for our members and guests.”

HANSA community manager, Laura Jimenez, has been managing the center and on-boarding members since its soft opening August 31.

“Meeting the members, learning about their individual business needs and how HANSA can help is really gratifying,” said Jimenez, who is also charged with creating unique programs based on members’ interests.

While Buffalo has coworking spaces for start-ups and private offices for established professionals, the region does not have an all-in-one turnkey offering with everything in between, plus small and large meeting rooms and event space. Therefore, businesses must go through the lengthy process of searching for traditional office space, negotiating leases, buying furniture and equipment, and coordinating the move. In larger cities where this type of work environment is prevalent, both small and large businesses have seen lower overhead costs, faster time to occupancy, flexible terms to grow or decrease space needs, and a collaborative work environment where networking, creativity, and productivity thrive.

HANSA amenities include:

- High-speed and reliable internet service
- 24/7 Secure access
- Free coffee and snacks
- On-site support team
- Access to technology-equipped training and meeting rooms

- Podcast room
- Business seminars and networking happy hours
- The Café with refrigerator and microwave
- On-site wellness activities
- Mother's room
- Meditation room
- Lockable storage
- Outdoor patio
- Indoor bike storage
- Private phone booths
- Changing rooms with showers

We are seeing many professionals who have work-from-home fatigue,” said HANSA president and co-founder Kellena Kane. “HANSA provides them with a professional environment where they can be productive, energized and interact with others professionals.”

HANSA's Grand Opening is offering 20% off monthly memberships and daily passes as low as \$20. Call 716-256-2500 or go to www.HANSAworkspace.com for more information.

About HANSA

HANSA is an affiliate of Uniland Development Company. Founded in 2019, HANSA provides on-demand, fully furnished and flexible work environments for businesses of all sizes. HANSA is a partner to Uniland's commercial real estate portfolio, providing a seamless transition for companies that outgrow the HANSA space.

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