It is no secret that the way people work is changing. Gone are the days where an employee or business owner must adhere to a 9 to 5 schedule. Instead, entrepreneurs are looking for more options: some who work from home may need a space where they can occasionally work; some may need a physical address where they can accept mail or even have a receptionist answer the phone; and some may want a permanent, private workspace that comes with a few more perks than usual.

Enter Daniel Haberman, owner of Byte & Mortar, a new flexible workspace that opened in November 2012 and incorporates a coworking space. But before we get any further – what is coworking, exactly? Still a relatively new term, coworking refers to a shared working environment made up of entrepreneurs and other professionals who are not employed by the same organization. It solves the problem of independent workers, who often work from home, and encourages collaboration and networking between industries.

Haberman, who is an attorney by training, formerly co-owned The Bosco in Ferndale. He says his background in hospitality translated well into the business of coworking.

“This is not just the business of office space,” he says. “We’re not putting people into a room and saying, ‘good luck.’ It’s more like the service you would expect in a hotel.”

The end result for the client is that it allows for a more comfortable and productive work atmosphere.

“In general, we provide whatever type of office someone needs. Whether that means they work from home and we provide virtual services for them, they work in a shared coworking space, or they work in a full-time, fully serviced private office. We can meet their needs,” Haberman says.

Among its amenities, the 6,000-square-foot building includes 18 individual offices, a kitchen, shared coworking space, print copy area, patio, conference room, lobby, and full-time receptionist. The kitchen comes equipped with a table, fridge, microwave, coffee machine, and all the coffee and tea you can drink.

The private offices range from 100 to 200 square feet. However, when you consider access to shared areas, the usable square footage for each office is roughly 2,500 square feet. Considering the shared areas are fully maintained by Byte & Mortar, it becomes an attractive prospect for a new business owner or an established business with atypical needs.

From local startups to large, multinational corporations, Byte & Mortar is already home to a diverse client roster taking advantage of a wide array of workspace options. With less than a year of operation under their belt, Haberman says Byte & Mortar already has over 40 clients.

“The growth so far has been well ahead of the industry averages,” he says. “I think that’s because of our attention to detail. What I try to do is bring a modern office culture to the business. People really appreciate that.”

Byte & Mortar is catching attention on a national and international level, as well. The workspace was recently named one of “The Nation’s 15 Best Coworking Spaces for Entrepreneurs” by YFS Magazine.

Haberman says since his legal background is mostly in real estate, when you also consider his hospitality background, this was a good way to tie the two together.

“I saw the growth of coworking and was familiar with the existence of the traditional business center,” he says. “I wanted to tie those two together in a format that isn’t common at all. I wanted to see how they played together and evolve the traditional business model.”

As for reaction from the community, Haberman says people from all professions and age ranges really like it.

“Our first goal is to make sure everything is great here. Then we’re going to look to expand to additional facilities in different parts of metro Detroit or perhaps the state. The goal is to be controlled and make sure the product is always excellent,” Haberman says.

Despite offering a high-end product, Byte & Mortar’s pricing is extremely reasonable. Virtual mail is $59 a month, access to the coworking space 24/7 is $159 a month, and furnished private offices start at $599. — Jennifer Baum

byteandmortar.com.