

# 45 Years on K Street: What We've Learned About What Professionals Need

By OSI Offices | June 30, 2026 | 6 min read

When C. Jack Pearce opened Washington Office, Inc. at 1629 K Street NW in 1981, Washington DC's professional landscape looked very different. Ronald Reagan had just moved into the White House — literally one block away. The internet was a decade from becoming a business reality. And "flexible workspace" wasn't yet a concept anyone had a name for.

Yet the fundamental question Pearce was answering has never changed: **what do professionals really need to do their best work?**

Forty-five years of OSI Offices K Street history has given us a front-row seat to the evolution of professional life in one of America's most important cities. We've served attorneys building solo practices, therapists launching private offices, government contractors pursuing federal contracts, and startups trying to project credibility before they'd written their first check. Across every economic cycle, every shift in how Americans work, and every wave of technological change,

the same professionals kept showing up — and the same core needs kept driving them.

Here's what four and a half decades on K Street has taught us.

## **The Founding: A Lawyer Who Understood What Professionals Actually Need**

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OSI Offices wasn't founded by a real estate developer. It was founded by an attorney — and that distinction matters more than it might seem.

C. Jack Pearce spent years at the Department of Justice and the White House Office of Consumer Affairs before founding Washington Office, Inc. in 1981. As an antitrust attorney, he understood professional credibility from the inside. He knew that where your office was located sent a signal before you walked into any room. He knew that administrative reliability — dependable mail handling, professional phone coverage, meticulous records — wasn't a luxury for a solo practitioner. It was a professional lifeline.

And he knew that sole practitioners and small firms needed flexibility that traditional commercial leases simply didn't offer. A solo attorney billing 30 hours a week doesn't need to commit to 2,000 square feet for five years. They need professional space when they need it, without the overhead that would crush a young practice.

That founding philosophy — serve professionals the way a professional would want to be served — is the bedrock of how OSI Offices operates today. It's why we've never required security deposits. Never charged setup fees. Never locked a client into a long-term lease. Not once in 45 years.

# Four Decades of Change — and What Stayed Constant

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The physical experience of work has transformed beyond recognition since 1981. We've watched typewriters give way to personal computers, fax machines to email, analog phone systems to VoIP, and dial-up connections to today's 500 Mbps symmetric fiber. We've lived through multiple recessions, the aftermath of 9/11, and a global pandemic that emptied every office building in Washington DC — except ours, which stayed open throughout.

Through all of it, three professional needs have remained remarkably constant:

- **A credible address.** Whether you're a therapist seeking [insurance panel credentialing](#), an attorney building a client-facing practice, or a startup founder pitching early investors — your business address still matters. In a city that runs on relationships and reputation, 1629 K Street NW is a statement. One block from the White House, steps from Farragut North Metro (Red Line), in the heart of DC's Central Business District — it's the kind of address that opens doors before you say a word.
- **True flexibility.** Long before "the gig economy" became a buzzword, professionals needed to scale up and down without penalty. A therapist building a private practice doesn't need five days a week from day one. A solo attorney doesn't need a full suite before they have a docket. They need to pay for what they use, commit to nothing long-term, and have the room to grow when the time comes.
- **Community and support.** Some of the most valuable things about a great office provider aren't in the brochure. More than 150 mental health professionals now work from our suites, and the

referral networks that have developed among them represent real, tangible business value. We didn't set out to become the hub of DC's therapy community — but it's one of the things we're most proud of.

## What 45 Years of Client Relationships Teach You

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The clients who stay with OSI don't stay because they haven't looked elsewhere. They stay because they've compared the alternatives — sometimes spending years with competitors — and returned, or simply never left.

One long-term attorney client captured it plainly:

*"I have been back with OSI for slightly over 3 years. This is my second stint with OSI, having previously been with them from 1985–1996. OSI offers the best possible set-up for a lawyer such as myself who is a sole practitioner. I have a litigation practice, so it is imperative that my mail and telephone logs be meticulous, and that my clients and witnesses be accommodated at all times. I could not be happier with OSI."*

**— OSI Attorney Client**

That's a client who left, explored other options for years, and deliberately returned. That's not loyalty by default — that's a choice made with full knowledge of the alternatives.

The pattern repeats throughout our client history. Dr. Marcus M. Mottley has been with OSI for over 20 years. Another client, Feng

Shan, joined in 2015 and noted that OSI "was still open during COVID-19, and has not raised its price for many years." Still another writes that OSI has been "a driving force in our company's success since 2006."

When clients measure their tenure with a workspace provider in decades, not months, something is clearly working beyond just a convenient address. Read what clients say about OSI on our [testimonials page](#) — the consistency across industries and career stages tells its own story.

## The Professionals Who Thrive Here

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Forty-five years of client relationships have produced a clear picture of who gets the most value from OSI. They tend to share a few qualities:

- **Independence.** Therapists, attorneys, consultants, and contractors who need a professional presence without the overhead of a traditional lease. They want to own their work — not their office infrastructure.
- **Client-facing work.** People whose office environment directly reflects on their professional reputation. A calming, professional waiting area isn't a nice-to-have for a therapist — it's part of the therapeutic frame. For an [attorney](#), a well-appointed K Street conference room communicates something to opposing counsel before anyone sits down.
- **Growth trajectory.** Professionals who start with a virtual plan or a few hours per week and scale up as their practice or business grows. We've watched therapists go from one afternoon per week to full-time private suites. We've watched solo attorneys build from a mail address to dedicated offices with long-term support staff relationships.

- **A DC perspective.** Professionals who understand that in this city, location carries weight. Not just logistically, but strategically. Being at 1629 K Street NW isn't incidental — it's a deliberate signal about the kind of practice or business you're building.

### **By the Numbers**

Founded in 1981 • 45+ years of continuous operation under single ownership • 15,000+ sq ft across two buildings • 150+ mental health professionals • Mon-Fri until 9PM, Sat until 6PM • 500 Mbps symmetric fiber • No deposits, no hidden fees, no long-term leases — ever

## **K Street Isn't Just an Address — It's a Strategy**

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It's fashionable to argue that location no longer matters in the era of remote work — that every address is equally valid, that professionals can work from anywhere. Washington DC's professional community tells a different story.

K Street, NW is where the city's professional infrastructure converges: federal agencies, law firms, lobbying organizations, trade associations, professional services firms. Being here isn't just about convenience — it's about proximity to the networks and institutions that actually drive professional success in this city.

For a mental health professional, a K Street address on an insurance panel application communicates that you're operating a legitimate, established practice — not a home-based operation. For an attorney, it tells clients and opposing counsel that you're a serious DC

practitioner. For a government contractor, it communicates a real DC presence, with the legally-recognized lease documentation to back it up.

After 45 years on this block, we've seen what a well-chosen address can do for a career. It's not the only variable — but it's rarely nothing.

## The Work We're Still Doing

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Everything about OSI has evolved since 1981 — the technology, the services, the team, the buildings. What hasn't changed is the question we wake up asking: **what do the professionals we serve actually need?**

Today, that means a proprietary client portal where members can reserve offices, view invoices, manage mail, and access the building from their phones — built in-house, not off-the-shelf. It means AI-powered mail scanning that delivers digital images of physical mail before you've left your morning meeting. It means 500 Mbps symmetric fiber because modern professional work demands serious bandwidth. It means hours until 9PM on weekdays and 6PM on Saturdays, because professionals who serve clients don't always work nine to five.

It means pricing that hasn't ballooned with the DC real estate market. On-demand offices at \$14/hour. Virtual office plans from \$30-35/month. Shared office options from \$65/month. (Current pricing is always available at [osioffices.com/pricing](https://osioffices.com/pricing).)

C. Jack Pearce asked the right question in 1981. We're still committed to giving the best possible answer.

## Ready to Experience What 45 Years of Excellence Looks Like?

From flexible virtual offices to dedicated private suites, OSI Offices has been Washington DC's most trusted professional address since 1981. No deposits, no long-term contracts, no hidden fees — ever.

[Discover Why OSI](#)

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