

What 45 Years of No Hidden Fees Looks Like: The OSI Pricing Philosophy

By OSI Offices | April 7, 2026 | 4 min read

Transparent office pricing in Washington DC is harder to find than it should be. Many flexible workspace providers lead with attractive headline rates — then layer on setup fees, security deposits, technology surcharges, document-handling add-ons, and termination penalties that can quietly double the effective monthly cost.

OSI Offices has operated differently since 1981. The pricing philosophy that founder C. Jack Pearce established hasn't changed across 45 years: straightforward rates, no hidden fees, and no surprises on your invoice. In a market where the fine print often tells a very different story than the brochure, that record is worth understanding.

What "No Hidden Fees" Actually Means at OSI

The phrase "no hidden fees" gets used freely in flexible office marketing. At OSI, it has a specific and consistent meaning — not a marketing slogan, but a policy that runs through every plan and every client interaction.

In practice, that commitment looks like this:

- **No security deposit** required to start a membership — from day one, you're a client, not a deposit-holder
- **No setup or onboarding fee** when you join any plan
- **No termination penalty** or minimum contract length — you can leave when it no longer fits your needs
- **No hidden technology surcharges** for using the building's 500 Mbps fiber or the client portal
- **No surprise "admin" fees** added to mail handling, package receipt, or building access
- **No long-term lease obligations** tying you to a 12- or 24-month commitment

When you sign up for a virtual office plan or reserve an on-demand private office, the rate you see is the rate you pay. The invoice matches the price you were quoted. (All pricing is subject to change — current rates are always posted at osioffices.com/pricing.)

Why This Philosophy Is 45 Years Old — Not a Recent Marketing Decision

OSI Offices was founded in 1981 by C. Jack Pearce, an antitrust attorney with a background at the Department of Justice and the White House Office of Consumer Affairs. That combination — legal expertise and consumer advocacy — shaped the business model from the start.

Pearce understood that trust in a business relationship is built through consistency over time. An office address isn't just a line item; it appears on court filings, business registrations, insurance credentialing panels, and client correspondence. The business that holds your address should be one you can count on to behave predictably — and that predictability starts with how it charges you.

That founding philosophy has persisted through four decades of economic cycles: the dot-com boom and bust, the 2008 financial crisis, the COVID-19 pandemic, and the fundamental shifts in how DC professionals work that followed each of those periods. Through all of it, OSI's pricing approach remained stable.

"I have been using OSI's service since 2015. The service is excellent. OSI was still open during COVID-19, and has not raised its price for many years. Highly recommended!"

— Feng Shan, OSI Client since 2015

Transparent Office Pricing Across Every OSI Plan

The no-hidden-fees commitment applies consistently across every service OSI offers — not just select introductory plans:

Virtual Office Plans

Starting from \$30/month, OSI's [virtual office plans](#) include a professional 1629 K Street NW business address, mail handling, and full access to the proprietary client portal. There are no surprise charges for standard mail sorting, forwarding requests, or use of the address for DC business licensing. What's described in the plan is what's included — nothing more, nothing less.

On-Demand Day Offices

At \$14/hour, OSI's private on-demand offices are among the most affordable in Washington DC's Central Business District. There's no monthly minimum, no retainer required, and no membership tier needed to access them. Book through the portal, use the office, pay for what you used.

Shared Office Plans

For professionals who need a consistent workspace presence without a full-time commitment, shared office plans start from \$65/month. The rate includes workspace access and building entry during extended hours — Monday through Friday until 9PM, Saturday until 6PM — without fees stacked on top for access to what should be standard amenities.

Conference Rooms

The 10-seat boardroom and 20+ seat conference room are both bookable by the hour. No special membership tier is required to access meeting space. Whether you need a room for a deposition, a client presentation, or a team session, you pay the hourly rate and that's the transaction.

Why Predictable Pricing Matters More Than It Gets Credit For

Hidden fees in flexible office space aren't just an annoyance — they create real financial uncertainty for the businesses that depend most on predictable costs. Consider what opaque pricing actually costs:

- A \$500 setup fee, amortized over a year, adds more than \$40/month to your true cost of occupancy
- A \$1,000 security deposit ties up working capital for the entire life of your membership
- Termination fees of 1-3 months' rent can cost a business \$500-\$2,000 or more just to exit a plan that no longer fits
- Hourly "tech support" or "enhanced reception" add-ons frequently rival the cost of the base plan itself

For a mental health professional managing a therapy practice on an hourly-billing model, for a solo attorney balancing cash flow between engagements, for a nonprofit operating on a fixed grant cycle — transparent, predictable pricing isn't a preference. It's a requirement for sound financial planning. Knowing that your office cost next month will be the same as this month is genuinely valuable.

What 45 Years of Consistent Pricing Builds

Transparent pricing creates something more durable than a lower invoice: it builds the kind of long-term trust that turns clients into partners. OSI has clients who first joined in the 1980s and 1990s and remain members today. Others have grown from a \$30/month virtual address to a full-time dedicated private office over the course of years — graduating through plans as their businesses and practices expanded.

That kind of loyalty doesn't develop when clients feel uncertain about what next month's bill will look like. It develops when a business earns trust through consistent, honest pricing sustained over years and decades. A client who knows exactly what they're paying — and why — can focus on their work instead of auditing their invoices.

OSI Offices has been doing that since 1981. To understand what else sets OSI apart, visit [Why OSI](#) — or go straight to the [pricing page](#) to see all current plans and rates.

See What Transparent Pricing Looks Like

No hidden fees. No security deposits. No long-term contracts — ever. OSI Offices has operated this way since 1981. View all current plans and rates on the pricing page.

[View OSI Pricing](#)

OSI Offices — 1629 K St NW, Suite 300, Washington DC 20006
(202) 600-7777 | manager@osioffices.com

© 2026 OSI Offices. All rights reserved.