



Dutchess County Economic Development Corporation
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Newsmedia Release

For Immediate Release
June 02, 2009

Contact: Tamara Watson
Director of Marketing, DCEDC
845.463.5450; tamara@dcedc.com

A New and Better Idea for Real Estate **Health and Human Comfort — for Today and Tomorrow**

POUGHKEEPSIE, NY — Most people know that poor air circulation and insufficient light-levels in the office can lead to chronic fatigue. But the trademark headache was only one concern for physician partners Kenneth K. Hansraj, M.D., spinal surgeon based in Dutchess County, and Marcia D. Griffin-Hansraj, D.O., a physical medicine and rehabilitation specialist, also based in Dutchess County. These two doctors believe that it is imperative that their clinic fully represent their beliefs in human wellness and healing.

To accommodate their clinic's growth, they were looking to lease new space and started a search for the ideal—fresh, clean air and a bounty of natural light. This would not only provide speedier recovery for patients but also maintain health and lift the spirits, and thus the productivity of employees.

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After one-and one-half years of intensive research into ideal work conditions, the two physicians discovered that what he wanted was simply not available in New York's Hudson Valley. Says Dr. Kenneth K. Hansraj, "What I found offered in the office real estate market was a lot of the same thing—average spaces with minimal natural light and standard air quality. Some spaces boasted a few green features, but I wanted an environment that provided for comfort, efficiency, and sustainability and would promote a healthier workplace."

The two physicians then decided on a more daring solution. Forming the development company LandWorks LLC, and aligning with Sweeny Sterling Finlayson &Co Architects Inc. (&Co), a Canadian-based architecture firm renowned for state-of-the-art environments, the doctor duo is leading the development and build-out for a new 37,000 s.f. office building in Fishkill, New York, to be known as **LandWorks Professional Center**.

Not only is &Co a leader in designing for the comfort of occupants, they are widely acclaimed for designs that dramatically reduce energy use—important in today's eco-conscious world. In addition, such designs facilitate increased profit and brand recognition. The architectural firm's list of clients includes global corporations such as Microsoft, BMW, adidas and the Royal Bank of Canada.

More importantly for the physician partners, employees from corporations that worked with &Co rave about the results: the comfort of the spaces, the beauty of the natural light, and the engagement with views and the outside environment. All of this provides an environment that promotes occupancy

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comfort and communicates to employees that their employer really cares.

“Cost is seen as a barrier to better environments, “says Dermot Sweeny, principal and co-founder of &Co. “We altered the economic model for commercial real estate to create a win-win situation for both landlords and tenants. This better approach to workspaces is working, and landlords and tenants are seeing tremendous benefits. Through design we reduce both capital and operating costs, provide more comfortable environments, and greatly increase long term value to landlord, tenant and the environment. This economic feasibility is critically important in today’s market.”

Sweeny’s team collaborated with Dutchess County’s Michael Gillespie & Associates to provide an “off the grid” green solution for onsite water, a modern septic solution, rainwater storage, and storm-water management.

The LandWorks Professional Center—with its design based on the principles of human comfort, energy efficiency and sustainability—is planned to house professional offices of firms that share this vision and commitment to provide employees with a better, more productive work environment while saving money on energy and operating costs. It will be the first LEED® Silver certified commercial building in New York’s Hudson Valley.

The LandWorks Professional Center is designed to incorporate innovative design features such as a fully automated and integrated daylight harvesting system, shallow floor plates, and raised-floor system, with

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consideration to the building's site, shape and orientation relative to the sun.

LandWorks LLC is currently working with the Dutchess County Economic Development Corporation to develop awareness of this project. They are confident that LandWorks' large, easy-to-configure floor plates, coupled with the building's capacity to support future health and the environment, will interest potential users of commercial space who are seeking a genuinely better work environment.

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About Sweeny Sterling Finlayson &Co Architects

Working with global client groups such as BMW group, Microsoft, and adidas, Sweeny Sterling Finlayson &Co Architects (website: www.andco.com) (phone: +1 416 971 6252) has designed over four million square feet of leading office space resulting in smart energy and cost savings, increased employee satisfaction, increased employee retention, and reinforced brand leadership.

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About Michael Gillespie & Associates

Michael Gillespie & Associates has provided trusted and unique civil engineering solutions for standard and complicated environments.

(website: www.mgaengrs.com) (phone: +1 845 227 6227)

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About Landworks LLC

Landworks LLC is developing world-class green buildings for human comfort.

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(website: www.landworkscenter.com) (phone: +1 845 485 9500)

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About The Dutchess County Economic Development Corporation

The Dutchess County Economic Development Corporation (DCEDC) (website: www.dcedc.com) (phone: +1 845 463 5450) is a private, nonprofit organization serving the cities, towns, and villages of Dutchess County. Funded annually by the County, the county's Industrial Development Agency, and through private-sector investment, the DCEDC supports and promotes business development in Dutchess County through a variety of business attraction, expansion, and entrepreneurial development programs.

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