

LandWorks Professional Center: A New and Better Idea for Real Estate



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 partners Dr. Ken Hansraj, spinal surgeon, and Marcia D. Griffin-Hansraj, D.O., a physical medicine and rehabilitation specialist, based in Dutchess County, it was imperative that their clinic fully represents their beliefs in human wellness and healing. To accommodate growth, they were looking to lease new space and started a search for the ideal. With the knowledge that better air and a bounty of natural light not only provides speedier recovery for patients but also maintains health and lift the spirits, thus the productivity, of their staff, significantly fresher air and increased daylight was crucial.

After 1.5 years of intensive research into ideal work conditions, Dr. Hansraj discovered that what he wanted was not available in New York's Hudson Valley. Says Dr. 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." Why was this?

"Cost is seen as a barrier to better environments," says Dermot Sweeny, principal and co- founder of [Sweeny Sterling Finlayson &Co Architects \(&Co\)](#), a Canadian-based architecture firm renowned for state-of-the-art environments. "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 the landlord, the tenant and the environment. This economic feasibility is critically important in today's market."



As a result, the Hansraj's have decided on a more daring solution. Forming the development company LandWorks LLC, and aligning with &Co, they are leading the development and build-out for a new 37,000 s.f. office building in Fishkill, New York: LandWorks Professional Center.

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

More importantly for Dr. Hansraj, employees from workplaces designed by &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 occupant comfort and communicates to employees that their employer really cares.



The LandWorks Professional Center will be the first LEED Silver commercial building in Dutchess County. Its design, based on the principles of human comfort, energy efficiency and sustainability, will provide a more productive work environment while saving money on energy and operating costs. This off-the-grid building does not rely on municipal service connection for water or waste management. Rather, an on-site well, high-efficiency septic beds and stormwater retention ponds provide for the building's needs on the property. The development also incorporates innovative design features including a fully automated integrated daylight harvesting system, shallow floor plates and raised-floor system for electrical and mechanical distribution.

Consideration to the site, shape and building orientation relative to the sun and easy-to-configure floor plates, coupled with LandWorks' capacity to support future health and the environment, will provide a genuinely better work place.